

Basement
Stacks

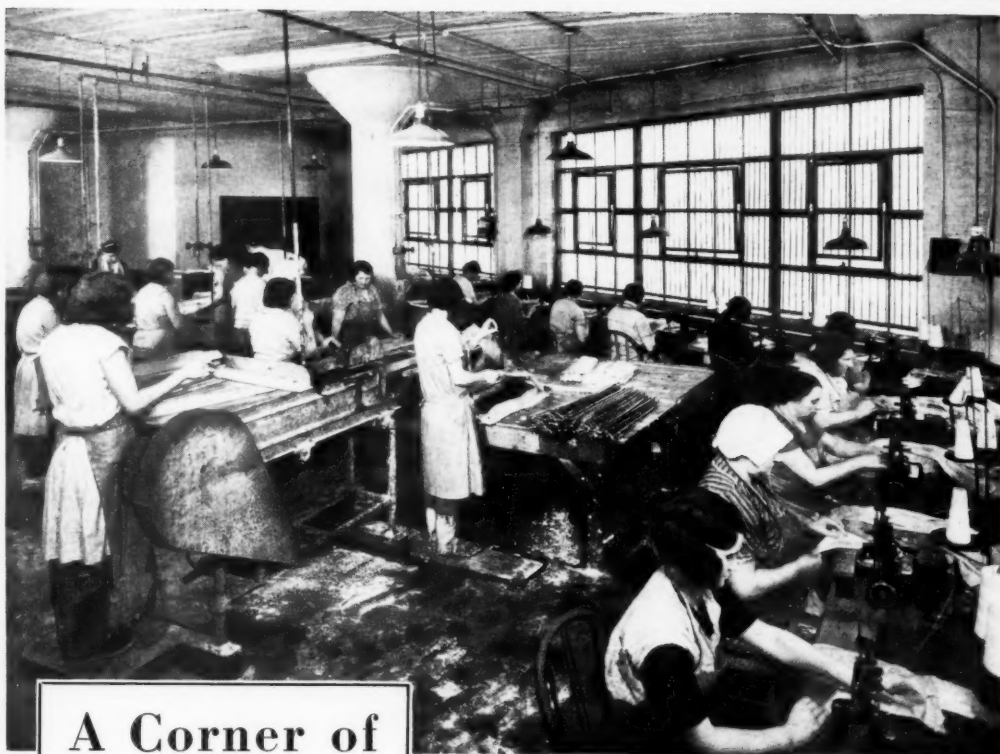
THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 88

APRIL 29, 1933

Number 17



A Corner of
Our Modern
Daylight
Sewing Plant

*"We Sew the Size
You Specify"*

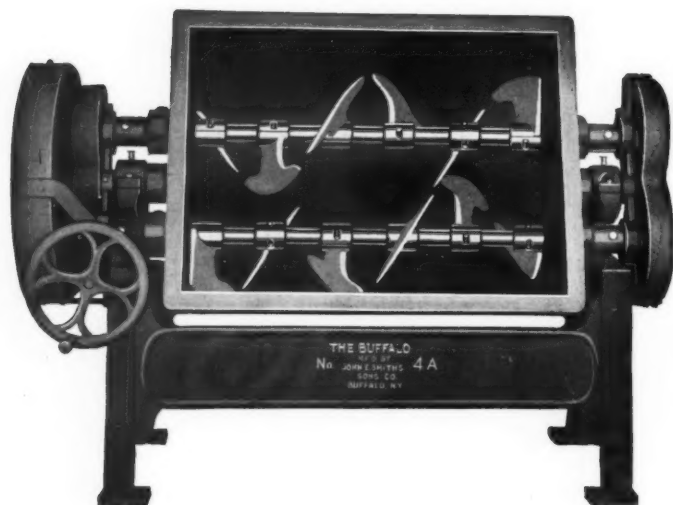
Sewed Casings

THE
CASING HOUSE
BERTH. LEVI & Co., Inc.
ESTABLISHED 1881

NEW YORK
BUENOS AIRES

CHICAGO
HAMBURG

LONDON
WELLINGTON



Why

*Only thorough mixing
will produce a tasty*

Uniform High Quality Sausage

Uniform, fine flavor in sausage depends largely on the way the meat is mixed.

Manufacturers of quality sausage agree that mixing is a **separate** operation—and **must** be done in a separate, specially designed machine.

10 Reasons Why Prominent Successful Sausage Makers Use the "BUFFALO" Mixer

- 1** Strong and powerful in construction — built like a battleship!
- 2** Mixing paddles are scientifically arranged to mix the cure and seasoning thoroughly into every particle of the meat.
- 3** Meat is mixed with a kneading action — outside to center and back again — which is necessary to produce uniformity of flavor.
- 4** Mixing paddles are equipped with steel caps, which keep them absolutely rigid and prevent their breaking off.
- 5** Center tilting hopper means fast "unloading" with minimum power.
- 6** Empties a batch in a few seconds' time.
- 7** Silent chain drive assures noiseless operation.
- 8** Exceptional heavy bearings lubricated by grease cups.
- 9** On motor models, motor and silent chain drive are fully protected against water or meat getting into them.
- 10** Will give a lifetime of efficient, trouble-free and economical service.

Made in 5
sizes —
Motor or
pulley driven

JOHN E. SMITH'S SONS COMPANY, Buffalo, N.Y., U.S.A.

*Manufacturers of "BUFFALO" Silent Cutters, Grinders, Mixers,
Stuffers, Casing Pullers, Bacon Slicers and Fat Cutters*

Chicago Office:
4201 S. Halsted St.

The advertisement features three large, vertical sausages, each labeled "CANADIAN BACON". Between the first and second sausage is a cartoon illustration of a man in a white apron and tie, looking at the sausages. Between the second and third sausage is a cartoon illustration of a woman in a patterned dress and hat, also looking at the sausages. The background is dark, and the sausages are light-colored with dark labels.

Canadian Bacon STYLED IN Visking INCREASES CONSUMPTION

SELLING PUNCH?

Viskings give Canadian Bacon just that. How? Look at the illustration and see for yourself.

EYE APPEAL?

Plenty of it. Puts Canadian Bacon a notch higher in quality. Women prefer its uniform slices. They value the Visking protected flavors. Confidence created by your name and brand printed on Viskings clinches repeat business for you and

SALES RECORDS GO UP

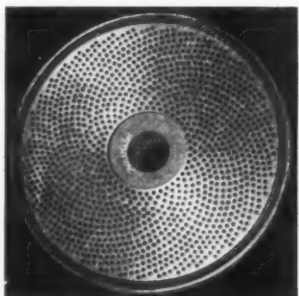
Send for our circular illustrating the inexpensive equipment required and the simple process of stuffing Canadian Bacon in Junior Bung Size Viskings.

REG U S PAT OFF

THE VISKING CORPORATION
6733 WEST 65th STREET CHICAGO, ILLINOIS

Canadian Representatives: C. A. Pemberton & Co., 189 Church St., Toronto, Ontario. Representatives for Great Britain: John Crampton & Co., Ltd., 31 Princess St., Cornbrook, Manchester, S.W., England. Representatives for France and Belgium: Fabre et Cie, 35 Rue de la Hale Coq., Aubervilliers, Seine, France.

A SCIENTIFIC MEAT GRINDER PLATE



The C D Plate is one plate that *cuts* the meat, not merely grinds it. Testimonials from the largest and most prominent sausagemakers in the country prove our claim. We do not claim the impossible; for example, everlasting, never need grinding, etc. Even a diamond needs resharpening in order to make a clean cut and so does a grinder plate. The edges of holes will get dull, no matter what make of plate. Therefore, to get satisfactory results, the oftener your plate is resurfaced the better your product. Grinding a plate is an asset, not a liability.

*Send for price list, information and pamphlet
"How to Take Care of the Grinder"*

THE SPECIALTY MANUFACTURERS SALES CO.
2021 Grace Street Chas. W. Dieckmann Chicago, Illinois

SEASLIC, INC.

The Original Liquid Spice Makers

Seaslic Garlic Juice is produced by the most skilled scientific handling under the most sanitary conditions, and is easy to use. It will improve the quality of your finished product. Seaslic Garlic Juice is the pure, concentrated juice of the fresh garlic pods.



Seaslic Garlic Juice enters the meats as a flavor. It destroys acidity, prevents off-flavors and adds zest to chopped meat and salad dressing; or any dressings used in delicate foods.

A dash of Seaslic Garlic Juice in your smoked sausages, a heavier dash in your corned beef and the amount required for theiringer and salami. Seaslic Garlic Juice is double strength. The flavor holds.

SEASLIC, INC.

1415-25 W. 37th Street

Chicago, Ill.

GRIFFITH'S PERFECTED SAUSAGE SEASONINGS

It is reasonable to choose for quality.

Spicing is the *Quality* element in seasoning.

Spicing comes from the Oils or Essences or Extracts of the Whole Spice or the Leaf of Sage and Marjoram. These extractions are emulsified or dried—they have all the husks or shells removed. *The flavor remains.*

Use GRIFFITH'S Perfected Seasonings—They cost less. Prepared in Liquid—Dry Soluble or Dry Mixed Natural.

Do you want a sample to test?

The GRIFFITH LABORATORIES
1415 West 37th Street Chicago, Illinois

Canadian Factory and Office: 532 Eastern Ave., Toronto



ATTRACTIVE, colorful, lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.

The Heekin Can Co.

Cincinnati, Ohio

Heekin Cans

S
U
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R
L
A
N
D



LARD AND SHORTENING CARTONS



This 8 lb. Carton is glued—not stapled.

NEW YORK OFFICE, 51 E. 42nd St.
CHICAGO OFFICE, Chicago Motor
Club Bldg., Room 1205

More lard and shortening is packaged in Sutherland Cartons than in all other cartons combined—the result of our long study of the needs of the packing industry.

Our new grease-resisting process assures a good Summer package. All sizes, including 4 and 8 lb, cost considerably less than cans and afford a decided advantage in modern package design and display. They cut shipping costs and save space in dealers' cabinets. Ask for samples and prices.

SUTHERLAND PAPER CO.
KALAMAZOO, MICHIGAN

WHAT will these new Hackney Linings do for your industry?



Hackney
MILWAUKEE

In 1931—Hackney engineers set to work on certain problems pertaining to more efficient shipment, handling and storage of various liquid and solid materials.

After more than two years' research, designing and testing—a number of results have been reached.

One phase of this work concerns the development of special linings for metal barrels and drums.

To certain industries, they may be a big improvement over present methods. Some have already found them so.

Since an individual study of your requirements may be necessary before decisions or definite recommendations can be made—we suggest writing to Hackney—

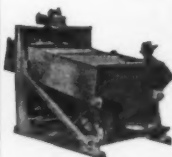
PRESSED STEEL TANK COMPANY

208 S. La Salle St. Bldg., Room 1187, Chicago, Ill.
1365 Vanderbilt Concourse Bldg., New York, N. Y.
6635 Greenfield Ave., Milwaukee, Wis.
673 Roosevelt Bldg., Los Angeles, Calif.

CONTAINERS FOR GASES, LIQUIDS AND SOLIDS



Grinders — Screens for By-Products



Heavier construction and many exclusive improvements have made Williams Hammer Mills an overwhelming favorite with American packers and renderers. Grind tankage, bones, greasy cracklings and hash dry rendering materials. 30 sizes and types. For screening greasy cracklings, etc., let us tell you about the "KAMTAP" vibrating screen.

Williams Patent Crusher & Pulverizer Co.
2708 N. Ninth St., St. Louis, Mo.

Chicago 27 W. Van Buren St. New York 15 Park Row San Francisco 326 Rialto Bldg.



Williams
OLDEST AND LARGEST BUILDERS OF HAMMERMILLS IN THE WORLD
PATENT CRUSHERS GRINDERS SHREDDERS

SCRAP PRESS

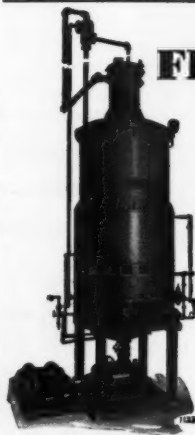
300 to 1200 Tons

Hydraulic Cracking Ejector
Hoop guided on Rods
Quality High, Price Low

Ask us about them

**Dunning & Boschert
Press Co., Inc.**

362 West Water St.
Syracuse, N. Y., U. S. A.
Established 1872



The New FRENCH COOKER

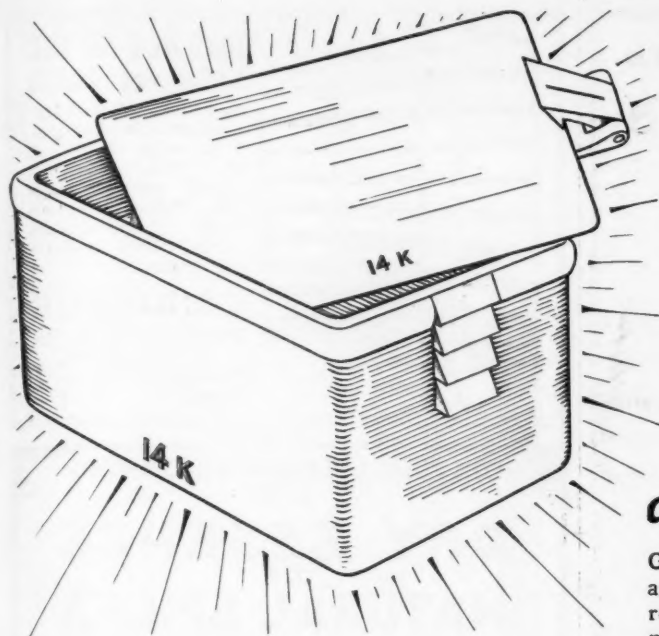
Interests You Because
IT OUTLASTS OTHER TYPES
REDUCES ODORS
COOKS QUICKLY,
EFFICIENTLY
OPERATES MORE EASILY
IS STURDILY BUILT

We invite your inquiries

**The French Oil Mill
Machinery Company**

Piqua

Ohio



ONLY SELECTED METALS used in ADELMANN Ham Boilers

ADELMANN Ham Boilers are made of Cast Aluminum, Monel Metal, Nirosa Metal and Tinned Steel—the most complete line available. The Cast Aluminum Boilers are made of a special alloy developed to resist corrosive action of salt, water, and meat juices. Monel Metal and Nirosa Metal Boilers are impervious to rust or corrosion, so are practically indestructible. ADELMANN Tinned Steel Boilers deliver perfect service at minimum cost per unit of equipment.

All ADELMANN Ham Boilers are equipped with the famous elliptical yielding springs and self-sealing cover—exclusive ADELMANN features. Liberal trade-in schedules make it profitable to equip your plant with new ADELMANN Ham Boilers. Write for details!

ADELMANN—

"The Kind Your Ham Makers Prefer"

GOLD HAM RETAINERS WOULD BE ATTRACTIVE

*But who could
afford to use them?*

Gold may be the ideal metal for medals and loving cups, but it won't do for ham retainers. Every scratch would cost you money through losses of the precious metal. Yet, they would probably be *cheaper* to use than your old ham retainers that waste product, boost costs, and give your product a reputation for poor quality that robs you of profits.

Get rid of your old retainers—trade them in on *new* ADELMANN Ham Boilers that increase profits, improve quality and *pay for themselves* through the economies they effect.

Type "OE"



Cast
Aluminum Boiler

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—
Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian
Representative: Goold, Shapley & Muir Co., Ltd., Brantford, Ont.

TURN YOUR ATTENTION TO FRANK BAGS

Save the loose links that fall from frank bunches by incasing the bunch in a FRANK BAG. Buy FRANK BAGS and stop losses from dropping and excess shrinkage.

Prices Now the Lowest Ever

WRITE US!

Fred L. Bahm
State 1637
222 West Adams St., Chicago, Ill.
Selling Agent

THE ADLER COMPANY
CINCINNATI

The World's Largest Knitters of Stockinette Fabrics



SPECIALIZING
IN THE MANUFACTURE
OF PLAIN AND
LITHOGRAPHED
METAL CONTAINERS



**COLUMBIA
CAN CO.**

DISTINCTION
QUALITY
PRICE

5221 NATURAL BRIDGE AVE.
SAINT LOUIS, MO.



DOUBLE OFFAL RACK and TRAYS

New Style. Made of 1 1/4" standard galvanized pipe. 2' 6" wide, 6' 6" long, 6' 6" high. Slides 1 1/2 x 1 1/2" galvanized angle iron. Trays slide in from front. Clean, sanitary, sturdy. Write for details and catalog.

DUBUQUE

Steel Products Co.
Sheet Metal Dept.
Kretschmer-Tredway Co.
Dubuque Iowa

FOR FULL LUSCIOUS SEASONING-
USE

DRY ESSENCE OF NATURAL SPICES

U.S. Patent No. 1,781,154 - Manufactured by the
Makers of Peacock Brand Certified Casing Colors

WM. J. STANGE CO.

2549 W. Madison St.

Chicago, Ill.

SAUSAGE IDENTIFIED!

at lowest cost!

Self-inking, electrically heated die. Operates at almost no cost. Adds greatly to appearance. Permanent.

Special Ink - electric Branders available for marking fresh and cured meats, carcasses, etc. Write for details!

EVERHOT

Mfg. Co. 603 S. 10th Av.
Maywood, Ill.



WHEN YOU THINK OF
INSULATION
THINK OF
CORINCO

CORKBOARD - CORK PIPE COVERING
Products and Prices are Right
CORK INSULATION CO., Inc.

Gen. Offices - 154 NASSAU ST. NEW YORK

Branches in Principal Cities

In Chicago: CORINCO INSULATION CO., Inc.

Send for Catalog and Estimates

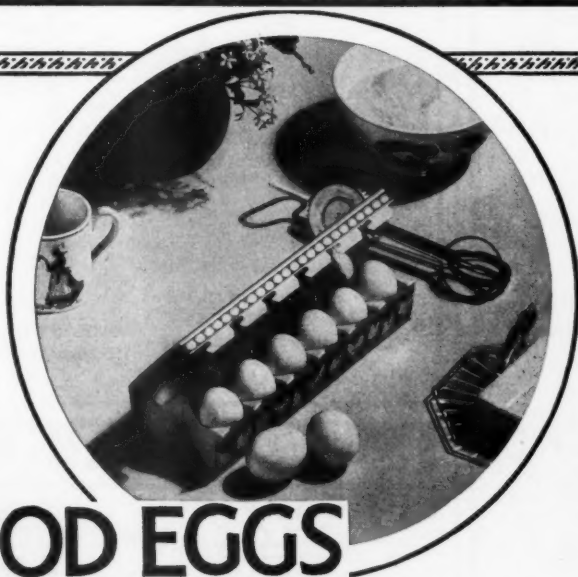
WEST CARROLLTON

GENUINE VEGETABLE PARCHMENT

To the buyer of meat products, the wrapper plays an important part. The degree of sanitary protection and practical convenience afforded by Genuine Vegetable Parchment have caused its acceptance as the ideal meat wrapper by more than two generations of users. To be guided by this preference is a wise policy followed by the majority of leading packers.

**THE WEST CARROLLTON
PARCHMENT COMPANY**
WEST CARROLLTON - - OHIO
OUR 37th YEAR SERVING THE FOOD INDUSTRY

THERE IS NO SUBSTITUTE
FOR GENUINE VEGETABLE PARCHMENT



GOOD EGGS MUST LOOK GOOD

A FEW
WELL KNOWN
USERS

Swift & Company
Armour and
Company
Wilson & Co.
Morris & Co.
Cudahy Packing
Co.
American Stores
Co.
Young's Market
Co., Inc.

National Tea Co.
Southern Grocery
Stores, Inc.
Economy Grocery
Stores Corp.
The Kroger Gro-
cery & Baking
Co.
Washington Co-
op. Egg &
Poultry Ass'n.

Beatrice Cream-
ery Co.
Golden State
Milk Products
Co.
Borden's Farm
Products Co.
Bowman Dairy
Co.
Land - O' Lakes
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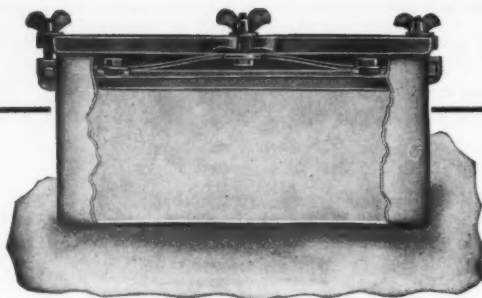
A WOMAN shopping for eggs buys on faith and the appearance of the egg package. She cannot candle the eggs—but she naturally concludes that eggs offered in a quality carton are good eggs.

That only good products are carefully protected and displayed is a truth she is long familiar with.

Make certain of your share of egg sales. Use Self Locking Cartons.

Samples gladly sent upon request.

SELF-LOCKING
EGG CUSHION CARTONS
SELF-LOCKING CARTON CO.
589 E. Illinois St. CHICAGO Phone Superior 3887



PORK TONGUE *gives amazing* PROFIT!

With the K & J Process Cooker, ordinary pork tongues are easily converted into delicious, appetizing pork tongue loaf—a high priced, rapid-selling specialty. *No binder required.* Straight pork tongues produce a solid, tasty well formed loaf that looks good, *sells fast!*

Pork tongues are now priced extremely low—only 5c per pound. Allowing for labor, overhead, etc., total production cost is only about 10c per pound. Real profits available!

K & J Process Cookers produce fine, high quality tongue loaves. The air tight juices-sealed-in principle does it. K & J produces tongue loaves *above competition.* Take advantage of this profitable market with K & J Process Cookers. Write for details!

R. E. JORDAN & CO., Inc.
900 N. Caroline St., Baltimore, Md.

—K & J—
PROCESS COOKER



Subsidiary of
WESTERN PIPE &
STEEL CO. OF
CALIFORNIA

2324-2900
VERMONT ST.
BLUE ISLAND, ILL.
PULman 2206

CURING TANKS, BELLY BOXES, AND ALL TYPES OF TRUCKS
AND STEEL EQUIPMENT FOR THE PACKING PLANT



Easily removed from frozen
bacon

It pays to square up your
bacon for slicing—espe-
cially when you use the

Quick Strip

Bacon Mould. Circular on
request.

J. W. HUBBARD CO.

Manufacturers of a complete line of packing house
machinery and equipment

718-732 West 50th St.

Chicago

WHEN YOU THINK OF EQUIPMENT, THINK OF HUBBARD

"HALLOWELL" PACKING PLANT EQUIPMENT



Incorporates every up-to-date
improvement; is perfectly sanitary
and so sturdy and strong it will
outwear other makes.

Furnished heavily galvanized or
of Monel Metal, as preferred.
Write for BULLETIN 449
covering our complete line of
"HALLOWELL" Packing Plant
Equipment.

Fig. 1094—"Hallowell"
Tank Charging Truck

STANDARD
PRESSED STEEL CO.
Jenkintown, Pa.
Box 550

MEAT BAGS

BURLAP
STOCKINETTE
COTTON

E.S. HALSTED & CO., Inc.
64 PEARL ST. NEW YORK CITY
Joseph Wahlman. Dept. Mgr.
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876

CHARKETS

Try this Ideal Smokehouse Fuel at NO COST!



We can offer no more convincing proof of the remarkable qualities of CHARKETS than the ever-increasing number of progressive packers who depend on CHARKETS to maintain smokehouse economies and profits. These economies and profits are available to you. Write today!

A practical test of CHARKETS in your own smokehouse will convince you that this really is the Ideal Smokehouse Fuel. It will prove to you that CHARKETS are economical, efficient, labor and material saving. Without cost or obligation to you, we will gladly arrange to demonstrate the cost-cutting features of CHARKETS in your own plant. Ask us for details.

TENNESSEE EASTMAN CORPORATION

KINGSPORT
TENNESSEE

Subsidiary of EASTMAN KODAK CO., Rochester, N. Y.

The Man Who Knows



The Man You Know

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicacies and Wonder Pork Sausage Seasonings.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

H. J. MAYER SPECIAL SAUSAGE SEASONING

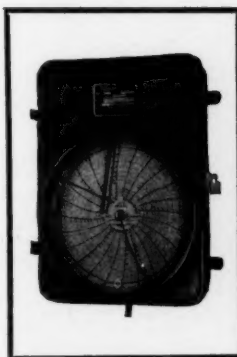
The prime favorite of progressive packers

WRITE FOR SAMPLES

H. J. MAYER & SONS CO.
6819-27 S. Ashland Ave. Chicago, Ill.
Canadian Office, Windsor, Ont.

Why this "pen" charts temperatures so faithfully

GUIDING the pen that, hour after hour, so tirelessly traces an exact and indelible record of temperature variations, is the Bristol helical tube measuring element. It is designed upon such simple and sound scientific principles that years of research have failed to discover an equally accurate device. This sensitive measuring element in Bristol Recording Thermometers will assure you an unflinching temperature record of every process from killing to canning. The new Bristol book on Recorders contains many interesting facts, and much data. Use the coupon to get a copy.



BRISTOL'S

TRADE MARK
REG. U. S. PAT. OFF.

THE BRISTOL COMPANY, WATERBURY, CONN.

Please send copy of new Thermometer Catalog, No. 1204-N1, to

Name.....Position.....

Company.....Address.....

Quality Counts!

Dependable Selection
Uniform Quality
Prompt Service

Armour's

BEEF - HOG - SHEEP

CASINGS

Always the Best

ARMOUR AND COMPANY

CHICAGO

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 88. No. 17

APRIL 29, 1933

Chicago and New York

Meat Packer's Greatest Saving Will Be Found in His Power House

What You Pay

STEAM AND POWER COST STATEMENT.

ANY MEAT PACK-
ING CO.

ANYWHERE.

For year ending.....

Coal tons @\$?
Repairs ?
Supplies ?
Labor ?
Electrical power ?
Miscellaneous ?

Total\$?

Cost per head of live-
stock\$?

Cost per 100 lbs. of
meat ?

Compile your own steam and power cost figures, Mr. Packer. Then compare them with those shown below.

The difference is the money you are losing in your power plant.

What Others Pay

	Cost of Steam per 100 lbs.	Cost of Power per K.W.H.
Average meat plant	45c	1c
Modern meat plant	25c	0c
Modern brewery ..	22c	0c
Modern paper mill.	21c	0c

In its issue of April 22 THE NATIONAL PROVISIONER asked "Where can the meat packer make his greatest saving?"

Because: "If the meat packer just now—due to low commodity prices and exacting competition—despairs of sufficient merchandising profits to carry on his business, then his salvation for 1933 is to turn his attention to operating economies."

This greatest opportunity for saving lies in the packer's power house. In a series of articles, of which this is the first, THE NATIONAL PROVISIONER will try to prove this conclusion with facts and figures based on actual operations and surveys made by well-known engineers.

I—What Price Power?

By O. C. WATERMAN.*

Efficiency of the average meat packing plant boiler room probably does not exceed 65 per cent. With modern equipment and methods this efficiency could be increased to 80 or 85 per cent.

Poor efficiency in the boiler room is costing the packer more money than he realizes.

Figures compiled recently indicate a cost in the meat packing industry for coal and electrical energy purchased of approximately 55c per head of livestock killed, or 12c per 100 lbs. of product manufactured.

These costs do not include labor, supplies, repairs and overhead. These additional expenses, it is estimated, would equal the direct coal and power costs.

Power Department Costs \$1.00 Per Head Killed

Average coal, power, and overhead costs chargeable to the power department therefore, are at least \$1.00 per head of livestock killed — 1.2 per cent of the total cost of manufacturing, including livestock, labor, steam, power and all supplies.

The packer will go to considerable expense and trouble to shave a fraction of a cent from the cost of dressing a hog, for example.

He installs modern equipment to save a fraction of a cent per

*EDITOR'S NOTE.—Mr. Waterman, who has studied and worked in almost every department of the packinghouse, and knows it "from the inside out," is a member of the staff of C. H. Kane Engineering Co., consulting engineers, Chicago.

pound in rendering lard or manufacturing sausage;

But he often neglects his power department and overlooks savings in large amounts that, with proper attention, could be credited to the profit side of the ledger—savings that would not only save fractions of cents, but dollars.

Process Saving vs. Power Waste

It is difficult to understand why the average meat packer—so keen to prevent all waste and loss in processing departments, and so alert to take advantage of all technical advancement that will increase the efficiency of his operating and merchandising departments—is indifferent to his power departments and the high cost prevailing there.

The assumption is that he is less familiar with the theory and practice of steam and power genera-

Paying Dividends Through the Power House

This is the first of a series of articles showing the packer where he can make his greatest savings. When completed it will be reprinted in pamphlet form. If you want a copy, fill out and return at once the following coupon:

The National Provisioner
407 So. Dearborn st., Chicago, Ill.

Please reserve for me a copy of "PAYING DIVIDENDS THROUGH THE POWER HOUSE," to be mailed when completed to the following address:

Name.....
Company.....
Street.....
City.....

tion, and the same degree of supervision in the power department that is given to the other departments, would place the power plant on an efficient basis.

The purpose of the packinghouse steam and power plant is to convert heat (or energy) stored in the fuel by nature into a form or forms in which it can be readily transported and made to perform useful, directed work.

Purpose of Packer's Power Plant.

Energy in the fuel is of no practical value until, through combustion, it is transformed into heat. By transferring this heat, through use of a boiler, into steam, energy in the fuel is converted into a form in which it can readily be transported and made to perform useful work in heating, processing and producing power.

The greater the percentage of the original energy (heat value of the fuel), converted to useful purposes, the higher the efficiency of the operation. It is the problem of steam and power engineering to utilize the maximum of the heat value, or energy, in the fuel without prohibitive expense.

Maximum economy in steam and power costs in commercial operations is realized when both the cost of production and the quantities used have been reduced to the practical minimum. In laboratory practice, or where investment is not a consideration, almost perfect efficiency may be realized. But such installations are not practical for commercial use.

We will always have to sacrifice some efficiency for economy of investment, simplicity of operation, durability, reliability and flexibility.

Power Costs Vary Greatly.

During the past few years, through cooperation of scientists, engineers and equipment manufacturers, numerous improvements have been made in steam

and power plant equipment. There have made possible greatly increased efficiencies and consequently materially lower steam and power costs.

Central power stations, public utilities and a few large industrial plants were quick to see the advantages of these developments. With them steam and power costs are of prime importance.

But the meat packing industry, known for its conservatism, has been slow to adopt the modern power plant equipment. Here steam and power are just two of many problems. Consequently the subject has not received the consideration it deserves.

Yet in no industry are the opportunities for savings as great as they are in the meat industry, where there is a concurrent demand for processing, heating steam and electrical power.

Cost of steam and electric power represents a very considerable part of the total operating or manufacturing



Costly and Obsolete

Here are shown conditions typical in many meat packing plants. Steam is being generated in four 519 h.p. bent-tube boilers. While stokers are in use, coal is supplied to the stoker hoppers by hand. Note the wooden platform—a fire menace—and general untidy conditions of the room. A force of 30 coal handlers, ash handlers and firemen is required. Compare the conditions shown here with those in the other illustration.

eration and utilization than with meat processing.

But if he is responsible for plant results, then high efficiency in the power department is just as essential as low costs and prevention of waste and loss in other departments.

Some knowledge on his part of the theory and practice of coal consumption and steam genera-



Modern and Economical

Boiler room shown in other illustration, after it had been brought up-to-date. The four 519 h.p. boilers have been replaced with two 800 h.p. water-walled boilers. Coal and ash handling equipment has been installed, and coal is now handled by gravity from overhead bunkers directly to stoker hoppers. Boiler room force is cut from 30 to 4 men. Cost of improvement was saved in 9 months. (Photos courtesy Lasker Boiler & Engineering Corp.)

expense in the meat packing plant. And there are splendid opportunities for material savings. There is a wide variation, not only in the unit cost of these items, but also in quantities used per head killed or pound of product manufactured. Some of this variation is due to differences in the methods of accounting, but much of it is caused by the difference in the efficiency of the equipment and the supervision.

(Continued on page 21.)

"Frank" to Drive Out "Hot Dog"

Once again the term "hot dog" as applied to wieners and frankfurters is meeting with serious objection.

In Litchfield County, Connecticut, a drive to banish the word from Connecticut has officially begun. It will continue until every placard, pamphlet and other form of advertising the commodity by such a name is driven from the state and from the whole of New England, says I. E. Manchester, executive secretary of the Litchfield Hills Association.

"The 'hot dog' must go," Mr. Manchester said. "It has brought nothing but misery to the residents of the state and the packing industry that manufactures it. It has been a sore spot and an eyesore to the beauty of the Litchfield Hills. It has driven away trade from the very merchants who advertise it."

In its place the more dignified term "frank" will be substituted.

It is not the commodity but the term that the Connecticut residents are opposed to.

"Everybody likes frankfurters," Mr. Manchester said, "but when they see a sign advertising 'hot dogs' they recoil. It is not a new problem, either to the Litchfield Hills or the packing industry, as many attempts have been made in the past to settle it. Once all the packers got together and decided to call their commodity 'red hots,' but the idea didn't go over."

Cooperation of the New England Council, an organization of business men in all the New England states, of Rotary, Kiwanis, Lions' and women's clubs has been sought in prosecuting the campaign of elimination. "We are going to wipe out 'hot dogs' if it takes ten years," Mr. Manchester said.

BEER HELPS SAUSAGE VOLUME.

Recent legislation legalizing beer has stimulated sausage sales in many localities. In some cases, as in a number of Chicago meat plants, it has been directly responsible for a considerably increased sausage volume, particularly in dry sausage, liver sausage and those varieties popularly supposed to be particularly appetizing with beer.

To help retail meat dealers capitalize on the popular sentiment for beer—and as a detail in its general plan to aid in

promoting sausage consumption and increasing sausage sales—the Visking Corporation, Chicago, recently had printed the attractive window streamer shown in the accompanying illustration. The reproduction of the sausage, sandwich, glass of beer and olives at the left of the streamer are in natural colors. Red, black and yellow inks were used to print the balance.

This streamer was sent to 3,000 retail meat merchants who are cooperating in the Visking sausage promotion campaign. In the letter accompanying the streamers the retailers were advised to:

How Retailers May Benefit.

1—Place the streamers in an attractive position, either on the door or window where they will stand out prominently;

2—Purchase a sufficient quantity and variety of sausages in Viskings to



TIES UP WITH A SUBJECT OF POPULAR APPEAL.

This streamer printed in colors recently appeared in the stores of several thousand meat dealers throughout the country. It was printed and distributed by the Visking Corporation as a detail in its general campaign to promote sausage consumption. The streamer was also purchased by meat packers and sausage-makers for distribution to their customers.

insure an adequate supply and to afford an attractive display;

3—Arrange a "taste-it" display in accordance with suggestions in a folder sent with the streamer;

4—Remind consumers that sausage is an appetizing food for all occasions and is particularly appealing when served with beer.

The streamer was also purchased in quantities by packers and sausage-makers for distribution to customers. These were imprinted with the name of the company, or sausage brand names.

Old Friends Get Together.

Stahl-Meyer, Inc., New York City, is also capitalizing in a number of ways on the return of beer. One of which is an attractive counter card, on which are shown products in natural colors tying up a frankfurt sandwich, or "red hot," shown with a stein of beer. "To-

gether Again—Two Old Friends," this card reads. Below the illustration of the sandwich and the stein appears "Stahl-Meyer Frankfurters."

The fact that beer is being sold in retail food stores and that it can be handled conveniently and economically in refrigerator cars and refrigerated trucks has encouraged meat packers and sausage-makers in some sections of the country to handle the beverage at wholesale, or to act as agents for well known breweries.

Some Packers as Distributors.

For example, Wreden Packing & Provision Co., Los Angeles, Calif., is representing the Blatz Brewing Co. of Milwaukee, Wis. The Mutual Sausage Co., Chicago, is handling the products of a well-known brewery in the Southwest section of the city. Other packers are also understood to have taken on beer as a side line.

The leading and largest packer in Los Angeles has gone into the brewing business. Frank Hauser, president of

the Hauser Packing Company, is building a brewery of his own and will both manufacture and distribute the product, though as a separate business. Incidentally, the Hauser Packing Co. has always been famous for its sausage line, and may be expected to increase its sausage volume as a result of the new situation.

INSTITUTE IN NEW OFFICES.

Announcement is made this week by president Wm. Whitfield Woods of the moving of the general offices of the Institute of American Meat Packers to 59 East Van Buren st., Chicago. The service laboratory of the Institute, which has been located on the West Side of Chicago, has also been moved to the same building, placing it in closer contact with the executive headquarters of the organization.

Business Men Unite in Drive Against "Suicidal Competition"

Merchants, trade association officials and civic leaders of Houston, Tex., have started a "saner competition" campaign in Houston which it is expected will bring an upturn in commodity prices and better business conditions throughout that trade territory.

They have chosen for their slogan:

"Buy Right, Sell Right, Compete Right, for this is the law of profits."

A contributing cause of the difficult economic conditions surrounding business and industry at the present time was pointed to as "the insane suicidal practice of price-cutting, of selling below cost, and of other harmful practices which manufacturers, jobbers, wholesalers and retailers have been forced to pursue during the past 3½ years."

It was pointed out that the purpose of the meeting was to lay plans which "will not only ridicule such practices henceforth, but which we hope will convince the general public that low prices are, after all, the highest prices that can be paid for any merchandise."

A Campaign of Education.

A city-wide campaign will be conducted for "saner competition" during which speakers will address clubs and church congregations by personal appearance. Others will talk over the radio and through the newspapers, ridiculing the practice of bargain hunting.

"We want to show every wideawake citizen in the city that it is not smart to find bargains," one of the leaders of the movement said. "We want to make people ashamed to admit that they have bought a so-called bargain. We want

to impress upon everyone that when someone says they have made a purchase at an unusually low figure they have only prolonged the bad times we have been experiencing."

G. L. Childress, general manager of the Houston Packing Co., is one of the leaders in the movement.

"We have been able to get a very favorable reaction from the retail trade," reports Mr. Childress. "They realize that the cheap prices they have been receiving from the manufacturers have not done them much good, as they have passed along to their customers the profit they would have made in normal times. Their prices in newspaper ads now begin to show that they feel they must make a living profit. Of course we have just begun this effort, and it is too soon to predict the outcome, but we are much encouraged."

WORLD'S FAIR WILL BE READY.

Final stage of work on A Century of Progress—Chicago's World's Fair of 1933—shows heavy major jobs virtually completed and others advanced within range of easy completion before the opening date, June 1. All the work requiring long-time labor, major grading, water supply, sewage, electric conduits and landscape preparation is virtually 100 per cent finished. Final job of exterior painting which will transform the gray buildings into a blaze of color is started.

Buildings entirely completed or more than 90 per cent completed the last week in March include the Hall of Science, Travel and Transport Building, Dairy Building, Agricultural Building (containing the livestock and meat exhibit), five pavilions of the General Exhibit Group, Communications Building, General Motors Building, Chrysler Building, Sears-Roebuck Building,

Social Science Hall, Chinese Lama Temple, Administration Building, Old Fort Dearborn, Lincoln Group, five "speed rides" along the Midway, Old Heidelberg, Blue Ribbon Restaurant, Sky Ride towers. All other scheduled buildings are under construction and will be ready.

Roads and walks are 90 per cent finished. First of many bus terminals is complete and in operation.

Landscaping is ready for the final work. Full-size trees are being moved in every day. They soon will be in leaf. Sodding and setting out shrubbery will be executed with speed by an army of expert workmen as soon as mild weather arrives.

More than a million people have passed through the gates in the past ten months to view the work in progress. The number of visitors in advance of the opening of the Fair has been steadily increasing. Highest single day of paid admissions without special events as drawing attractions was Sunday, March 12, on which day 20,009 were clicked at the gates. Estimate of 50,000,000 visitors to the Fair between the opening day, June 1, and November 1, is not a loose guess.

CUDAHY SEES PROFIT.

E. A. Cudahy, sr., chairman of the board of the Cudahy Packing Co., in a statement this week said that as a result of improved prices for meats and because of economies effected the company will earn a larger profit for the six months ending May 1 than for the like period in 1932. "Our present showing is considerably better than it has been in some months," Mr. Cudahy said, "and I look forward to a profitable year, free from the unfavorable conditions which shot prices to pieces during the last two or three months of the 1932 fiscal year."

"Our prices for packed meats have strengthened. The resistance, of course, to a considerable advance comes from consumers whose buying power is limited. A fuller development of purchasing power, on which a sustained price rise depends, must await a greater flow of money into the hands of the public. While this increase in purchasing power will be delayed, I feel it is bound to come before the end of the year."



PART OF DELIVERY FLEET OF THE J. FRED SCHMIDT PACKING CO., COLUMBUS, O.

Neat, clean vehicles and courteous, smart-looking driver salesmen are worth-while merchandising assets, in the opinion of the executives of this company. Trucks are kept freshly painted and are washed frequently. Schmidt's German Weiners are featured in signs on each vehicle.

The 10c Package—Its Influence on Consumer Food Buying

Alert meat merchandisers are watching closely all developments in retail merchandising.

They followed each step in the conversion of meat markets and grocery stores into general food stores. Now they are concerned with new trends in food store policies.

With drug stores featuring so many non-drug items—including quick-frozen fruits, coffee, spices, preserves, etc.—food stores are beginning to fight back. Today they are stocking tooth-paste, cigarettes, razor blades, shaving creams, etc.

What opportunities for new outlets and wider distribution of meat products will these changing trends offer? This is what the meat packer wants to know.

Among outstanding developments of the past year or two has been the growth of the 10c package. The dime is looming larger in many family budgets than it ever did before.

The practice of purchasing standard goods in 10c sizes has become established more firmly as a habit with large numbers of consumers. This applies to many types of packaged products heretofore available only in larger sizes.

Small Package in Demand.

Imagine, for example, a housewife going into Woolworth's and purchasing \$5.00 worth of food items. This has become a very common experience.

The manager of one 5 and 10c store estimates that his average sales of food items are around \$3.00 to each customer. The convenience of the 10c packages is evidently the big appeal, because it is not uncommon for purchasers to select a half dozen or a dozen packages of the same article.

The sharp decline in the price of many commodities has lowered the price of standard packaged products. In many cases this has made practical a 10c size when it would have been uneconomical before.

For example, with coffee or bacon selling at 60c lb., it would not have been feasible to put up a 10c size, because of the extra cost of packaging and because the quantity would be too small to be popular.

But with 20 to 30c coffee or bacon, a half or quarter pound immediately becomes both practical and appealing. Many of the packages of food being sold today for 10c are almost exact replicas

of those that sold a short time ago for 15 or 20c or even higher prices.

Ten Cents Worth in Glass.

An investigator recently purchased in a Woolworth's New York store 156 glass-packed food, drug, cosmetic and specialty items retailing for ten cents.

Among these were 40 food items, including 3 meat products. These latter were sliced dried beef, pigs' knuckles and lamb tongue.

He further came to the conclusion, after long investigation, that 10c packages are becoming a means of selling staple supplies instead of merely a method of permitting a customer to try out a small quantity of a standard product. It is no longer a case, he thinks, of succumbing to "impulse" buying induced by display, but a deliberate shopping for regular needs.

That's the change, he says, that has taken place in the merchandising of 10c packages.

Chains the Best Outlet.

The popular price chains undoubtedly forms the best outlet for the small packages. This is the conclusion of the Anchor Cap & Closure Corp., which has been making a thorough study of the 10c package and its merchandising. It is in these stores, it says, that the 10c package is reaching its highest stage of development.

For the manufacturer to enter this field successfully, this company says, there are several important factors to be considered:

"1—The entire success of this type of distribution is dependent upon display. Hence the attractiveness of the package is most carefully considered by chain buyers. It is astonishing how good looking and appealing some of these packages are. Fundamentally there is no excuse for poor design, no matter at how low a price the package must be produced.

"Particularly, where the package has not the benefit of national distribution and national advertising, it is important that its appearance be outstanding.

Must Watch Production Costs.

"2—Production costs must be carefully considered. Obviously, smaller sizes cost more per unit than larger ones. There is no point at all in attempting to get out a 10c size unless it can be sold at a profit.

"It is often the case, however, that the added costs of the smaller package are outweighed by the advantage of ob-



TEN CENT PACKAGES OF FOOD.

These foods packed in glass—representing more than 30 varieties—were purchased off the 10-cent counter of a New York Store.

These packages are not "distress merchandise," but well-known brands packed to retail at this price. The 10-cent food counter or table, properly displayed and maintained, has been found to be a trade stimulator in many stores.

taining volume distribution at comparatively little sales expense. Herein lies the answer to many of the generous sized packages to be seen on the display counters of these stores.

"A careful study of costs should be made before deciding to enter into this highly competitive field.

Sampling Feature Important.

"3—The sampling advantage is still an important factor. What has been said before about consumer habits might seem to contradict this statement but, on the contrary, it only makes it more valid. Where people come to buy regularly is the best place to arouse their interest in a product they have never tried before.

"Sampling is an exceedingly important element. Particularly is this true in the case of new products or those
(Continued on page 37.)

CHAIN SALES AND PROFITS.

The Federal Trade Commission sent to the Senate this week its fourteenth serial report on its investigation of chain stores entitled, "Sales, Costs and Profits of Retail Chains."

"Advantages or disadvantages of chain-store distribution . . . as shown by prices, costs, profits and margins," and "how far the rapid increase in the chain-store system of distribution is based upon actual savings and cost of management and operation" are among the data sought by the Senate in its resolution authorizing the Commission's investigation.

In its present study the Commission finds that in five kinds of business, namely, (1) grocery, (2) grocery and meat, (3) confectionery, (4) men's and women's ready-to-wear, and (5) women's shoes, there is a tendency for the sales per store to decrease with the size of the chain (as measured by the number of stores) although the rate of net operating profit tends to increase.

One explanation of the higher percentage of net operating profit to sales for these chains is to be found in the fact that the percentage of gross profit has tended to widen with the increased size of the chain, to an extent sufficient to more than off-set both the tendency for operating expense percentages to increase and sales per store to decrease with increases in sizes.

From the standpoint of the number of companies involved, the most important chain store lines of business were found to be: Grocery, grocery and meat, drug, dollar limit variety, women's ready-to-wear, men's and women's shoes, and dry goods and apparel. From the standpoint of the number of stores, these same commodity types have nearly the same degree of importance.

However, from the standpoint of volume of business or aggregate net sales, a somewhat different picture is presented. Five kinds of chains show aggregate sales of more than a billion dollars each; grocery and meat, \$3,799,000,000; department store, \$4,400,000,000; dollar limit variety, \$4,000,000,000; grocery, \$2,000,000,000, and dry goods and apparel, \$1,000,000,000. These five commodity types, with aggregate sales of \$20,599,801, account for about 81 per cent of the total sales of the twenty-six kinds of chains considered.

VOLUNTARY CHAIN GROWTH.

Demoralization in food distribution methods over a considerable period has come—with the widespread development of voluntary chain organizations—to a point where food distributing businesses again are to be reasonably well standardized, according to the American Institute of Food Distribution's fourth voluntary chain study, "The Voluntary Chains—An Adjustment in Relationships and Methods." The importance of voluntary chains in the food industry is brought home most forcibly by the fact that at present there are approximately 750 such organizations operating between 88,000 and 90,000 retail stores, as opposed to the 683 organizations operating 83,244 stores at the time the last institute census of these groups was made in 1932. That such an imposing force, controlling more than 30 per cent

of the total retail food business of the country, is affecting the fundamental policies of pricing and buying, advertising and private branding is brought out in the study's analyses.

CHAIN STORE NOTES.

Directors and officers of Safeway Stores have been re-elected for the current year.

The experimental kitchen of the Great Atlantic & Pacific Tea Co. has prepared a new menu service free for newspapers. The series is built up on foods that are in the market at the time on a reasonable price basis. Credit to the company is not asked, but included in the first issue is the designation "Planned by the Quaker Maid Kitchen."

Loblaws Groceries, Ltd. for four weeks ended April 1 reports a net profit of \$62,932 after charges and income taxes, against \$72,224 in 1932 period. Sales for four weeks ended April 1 amounted to \$1,075,466, against \$1,195,118 in the 1932 period. For the 44 weeks ended April 1, 1933 sales were \$11,902,609, against \$12,845,640 in the preceding 12 months.

National Tea Co. reports net income of \$339,832 for the 12 weeks ended March 25, 1933, the first quarter of the company's year, equal to 51c a share on the common stock. This compares with net of \$146,468, or 20c earned in the 1932 period.

American Stores Co. shows sales of \$10,600,026 for the 5 weeks to April 1, as compared with \$11,579,317 for the like period of 1932, a decline of 8.4 per cent. For the thirteen weeks to April 1 sales show a decline of 12.4 per cent, totaling \$27,029,143, as compared with \$30,854,444 for the period last year.

First National Stores, Inc. reports sales of \$9,354,391 for the 5 weeks to April 1, as compared with \$9,765,483 for the like period in 1932, a decline of 4.2 per cent. Sales for the 13 weeks to April 1 totaled \$23,752,331, as contrasted with \$25,334,040 for the comparable period in 1932, a decline of 6.2 per cent.

The Merchants' Service Corp., Chicago, Ill., composed of thirty-nine wholesale grocers, has been licensed by King, Dobbs & Co. to operate under the Volunteer Stores System.

FINANCIAL NOTES.

Unilever, Ltd. reports earnings of \$5,493,050 for the year ending December 31, 1932.

The Barnett Leather Co. reports a net loss of \$951,116 for 1932, as against \$208,147 in 1931.

The U. S. Leather Co. reports a net loss in the March quarter of \$143,252 after taxes and charges, as against net loss of \$23,173 in the first quarter of 1932.

Procter & Gamble Co. report earnings of \$2,451,052, equal to 34c a share, for the three months to March 31. For the nine months to March 31 earnings are given as \$7,072,753, equal to 99c a share.

Standard Brands, Inc. reports consolidated income of \$3,180,059 for the three months ended March 31 after expenses, minority interest and federal taxes, but before profit and loss items. This is equal to 24c a share on 12,575,-

864 common shares after dividends on 7 per cent preferred stock, and compares with \$3,998,967 consolidated income or 30c a share on 12,582,413 common shares in comparable period of 1932.

Wesson Oil & Snowdrift Co., Inc. reports sales of \$12,305,138 for the six months ending February 28, 1933, a decline of 23.4 per cent from sales of \$16,067,871 for a like period the previous year.

Beech-Nut Packing Co. reports earnings of \$347,021, equal to 78c per share, for the three months ending March 31, as contrasted with earnings of \$467,999, or \$1.05 per share, in the like period last year.

General Foods Corporation reports for the first quarter net earnings of \$3,238,168, after all charges and provision for income taxes. This is equal to 61 cents per share on 5,251,498 shares of common stock outstanding March 31, and compares with net profits of \$4,433,775 for the first quarter last year, or 84 cents per share on 5,277,746 shares then outstanding. The company's statement for current quarter shows gross profit from operations, \$12,010,246; selling, distributing, administrative and general expense, and other charges, including proportionate share in results of operations of controlled companies, \$7,849,423; provision for depreciation, \$495,351; miscellaneous income \$155,230; and provision for income taxes \$582,584.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, April 27, 1933, or nearest previous date, with number of shares dealt in during week, and closing prices, on April 20, 1933:

	Sales.	High.	Low.	—Close—	
	Week ended			Apr. 27.	Apr. 20.
	Apr. 27.	Apr. 27.			
Amal. Leather	2,800	1 1/4	1 1/4	1 1/4	1 1/4
Do. Pfd.	1,100	11 1/2	11 1/2	11 1/2	11 1/2
Amer. H. & L.	8,900	6 1/4	5 1/4	6 1/4	4 1/4
Do. Pfd.	1,800	24	22	24	22
Amer. Stores	72,900	39	38 1/4	39	37
Armour A	192,865	3 1/4	3 1/4	3 1/4	3 1/4
Do. B.	97,400	2	1 1/2	2	1 1/2
Do. H.	22,200	20 1/2	19	19	18
Do. Del. Pfd.	2,900	50	57	57	44 1/4
Barnett Leather					
Beech-Nut Pack.	7,000	58 1/2	55	58 1/2	53
Bohach, H. C.	50	22	22	22	21
Do. Pfd.					
Brennan, H. C.					
Do. Pfd.					
Chick C. Oil	1,700	14	13 1/4	13 1/4	13 1/4
Childs Co.	1,200	3 1/4	3 1/4	3 1/4	3 1/4
Cudahy Pack.	4,700	36	35 1/2	35 1/2	31 1/2
First Nat. Strs.	24,300	58	57	58	52 1/2
Gen. Foods	78,700	30 1/2	30	30 1/2	28 1/2
Gobel Co.	20,700	6 1/2	6 1/4	6 1/2	5 1/2
Gr.A.&PistPfd.	320	120	120	120	120
Do. New	1,340	160	157	160	151 1/2
Hornell, G. A.	350	15	15	15	15 1/2
Hygrade Food.	500	3	3	3	3 1/2
Kroger G & B	57,000	27	25 1/4	26 1/4	25 1/4
Libby McNeill	31,500	3 1/4	3	3 1/4	2 1/2
McMarr Stores					
Mayer, Oscar	2,200	4 1/2	4 1/4	4 1/2	4 1/4
Michellberry Co.	2,200	4 1/2	4 1/4	4 1/2	4 1/4
M & H Pfd.					
Morrill & Co.	600	34	32	34	31
Nat. Fd. Pd. A.					
Do. B.					
Nat. Leather					
Nat. Tea	77,900	17 1/2	17	17 1/2	14 1/2
Proc. & Gamb.	60,700	37	36	36 1/2	32 1/2
Do. Pr. Pfd.	200	100 1/4	100 1/4	100 1/4	90
Rath Pack.	540	22	22	22	18 1/2
Safeway Strs.	32,200	45 1/4	42 1/2	44 1/4	40 1/4
Do. 6% Pfd.	50	53 1/2	53 1/2	53 1/2	53
Do. 7% Pfd.	540	93	92	93	90
Stahl Meyer	100	4 1/4	4 1/4	4 1/4	2 1/4
Swift & Co.	178,000	15 1/4	14 1/4	15	14 1/4
Do. Intl.	46,300	21 1/2	21 1/2	21 1/2	21
Trans. Pork					
U. S. Cold Stor.					
U. S. Leather	27,000	7 1/2	6 1/4	7 1/2	5 1/4
Do. A.	33,400	16	14 1/4	15 1/4	11
Do. Pr. Pfd.	400	54	54	54	45
Wesson Oil	20,800	16 1/2	16 1/2	16 1/2	15 1/4
Do. Pfd.	1,200	50	50	50	46
Wilson & Co.	11,200	2 1/2	2 1/2	2 1/2	3 1/4
Do. A.	5,700	8	7 1/4	8	7 1/4
Do. Pfd.	2,900	30	30	30	28 1/2

EDITORIAL

Is This a Good Time to Buy?

Present prospects are for a considerable price appreciation in many commodities. In fact, it appears the upward price trend has definitely set in, as was to be expected under the circumstances. Grains, lard, copper, hides, cotton and other commodities which enter into international trade have been the first to feel the effects of so-called inflation. In these the price appreciation probably will be most rapid, for the time being at least, and may extend further. Commodities on domestic basis probably will be slower starting upward.

For a time, at least, the situation may develop in a manner that will be of considerable advantage to the meat packer planning new construction, plant rehabilitation, or improvements to increase production efficiencies. Perhaps this will not be so apparent to the packer who figures purchases in dollars and cents, but the one who views them in the light of an exchange for the products he produces will, even at this early date, see worthwhile advantages to be gained.

At the time this is written the hide market appears to be about 2½ cents above what it was two weeks ago. This makes hides worth about \$1,000 a car more. Lard prices have moved up considerably.

On the other hand, many of the things the packer buys—labor, equipment, building materials, supplies, etc.—have shown little if any price appreciation. It may be some time before they do. But they may also start upward unexpectedly. For the moment, therefore, the packer can exchange some of the things he produces, and which have advanced in price, for a greater quantity of the things he needs than he could have obtained a week ago. In substance, as far as he is concerned, his needs are cheaper in price.

While it is to be hoped there will be further increases in prices of meat products, and that a greater number of products will be affected, it can not be expected the things the packer buys will not also advance in price. And eventually, there can be no doubt, the price relationship between the things he sells and the things he buys will reach normal.

Until this occurs the advantage is in favor of the packer. No one can predict accurately just what will occur, or say definitely just when the most advantageous time to buy will arrive. The packer who is in the market for equipment and materials will watch all price trends carefully, so as not to be caught napping.

Interpretations of "The New Deal"

First used as a political campaign slogan, the expression "The New Deal" has since been given a variety of interpretations, according to the purpose or understanding of the interpreter. To some it is still a more or less empty political slogan; to others it is a sign of hope for better things. To most of us humans, when our corns are stepped on, it is apt to seem like something else. Interference with old-established ways of doing things is resented. We don't like change; we fear its effect on our business; we are tempted to brand as radical those who try to persuade us to change.

One commentator says the American business man has been trying to keep going since 1929 on the old basis, making adjustments and changes only when forced by necessity. He criticises bank and railroad executives, but what has he done to take stock of his own business and its methods? Has he had the courage to cut out unprofitable operations and reduce production and distribution to a sane basis? Has he quit kidding himself and his stockholders and charged off those bad investments? Has he really tried to study what he should do to work with competitors to control the destructive activities making trouble for all?

When some phase of the "new deal" program crops up that looks as though it might disturb his sacred routine, he gets up and hollers about it and wants to denounce somebody. He doesn't stop to look into the method and the motive behind it, which may be intended to benefit him as well as others and help everybody out of a distressing situation. The scheme might not work, of course, but he is afraid to give it a trial for fear it might leave him worse off than he is. What we have been through in recent years has made such timidity excusable.

The need of the nation today is for superior men, according to the editor of "Time," who said in an address the other night at the University of Chicago that we have tasks before us that call for such men. Either we shall have to find a way "to develop public responsibility in private business, or very soon there will be no private business whatever, and that would be a profound catastrophe." Perhaps it is another way of saying that if business men can't correct the bad business practices which harm them, as well as others, then the "new deal" may find a way to compel them to do so.

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Practical Points for the Trade

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Use of Nitrite in Curing

Use of sodium nitrite is becoming more general as its value is better understood, and as operators realize the care that must be exercised in adhering strictly to prescribed formulas in its use. A Western packer writes regarding this as follows:

Editor The National Provisioner:

We are particularly interested in securing some information on the use of nitrite in the curing of meats and in the manufacture of sausage. Can you give us an outline that can be used as a guide in making up formulas containing nitrite?

When sodium nitrite is brought into a plant it must be very plainly marked, or kept in a type of container entirely different from that used for sodium nitrate or saltpeter. This is necessary because the products are very similar in appearance. Should they become mixed, and nitrite be used instead of nitrate, the meats will be spoiled, because of the greater strength of the nitrite.

In plants where nitrite has not been used previously, it is recommended that it be used at first on small quantities of meat, until the method of handling is perfected. Otherwise it is possible to suffer considerable loss because of meat not properly cured.

Sodium nitrite is very strong. Often as little as one-tenth as much of it is used as of sodium nitrate. At best the amount to be used is very small, and great care must be taken to see that it is thoroughly mixed with the other curing ingredients to get good results.

Curing men who have been in the habit of using nitrate or saltpeter are often unwilling to use such small amounts of nitrite, in the belief that it is not sufficient to do the work. This attitude results in trouble.

Cure for Hams and Bellies.

A good nitrite cure for hams is as follows:

For 100 gals. of cover pickle, use
1 lb. sodium nitrite
10 lbs. sugar, and salt to make
pickle of 75 degs. strength.

For pump pickle, which is much stronger, use for 100 gals.

24 oz. sodium nitrite
20 lbs. sugar
Salt to make 90 deg. pickle

For pickled bellies, to 100 gals. pickle
use

1 lb. sodium nitrite
20 lbs. sugar
Salt to make 60 deg. pickle.

For dry cure bellies, use for each 100 lbs. of green meat

3 lbs. salt
2¼ lbs. sugar
½- to ¾-oz. sodium nitrite.

As the amount of nitrite is so small, it must be very thoroughly mixed with the other curing ingredients to get proper distribution.

Nitrite in Sausage.

If nitrite is used in sausage making, it is customary to let the meat cure after it is ground, rather than curing the trimmings before they are ground.

For the purpose use ¼-oz. of nitrite to each 100 lbs. of meat. The nitrite is dissolved in cold water and added to the meat in the mixer. The sausage is then stuffed and hung over night in the cooler, to give the meat a chance to cure before it is smoked or cooked.

This is being done in some plants with bologna, franks, wieners and many other kinds of sausage.

FREE FATTY ACIDS IN LARD.

What causes high free fatty acid content in lard? Holding fats in the tanks too long before rendering, especially if fats contain moisture, is one reason. There are others. "PORK PACKING," The National Provisioner's new book, tells how to keep free fatty acid content low.

Canadian Style Bacon

Consumer demand for lean bacon has had a tendency to popularize the type of bacon made extensively in Canada, known in this country as "Canadian style" bacon.

This product is made from the loin rather than the belly, as in American bacon. It is stuffed either in beef bungs or bung-size cellulose casings and smoked. It may be frozen for a certain length of time before curing, or if fresh unfrozen loins are cured smoking must be so done as to reach an inside temperature of 137 degs. in the stuffed product.

Instructions for making "Canadian style" bacon have been prepared by THE NATIONAL PROVISIONER and subscribers can secure copy by sending 10c in stamps with request on the attached coupon.

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.
Please send me instructions on
"Canadian style" bacon.

Name.....

Street.....

City.....

Enclosed find 10c in stamps.

Kosher Liver Sausage

Liver sausage for the kosher trade is in demand in many sections and an Eastern packer writes regarding this. He says:

Editor The National Provisioner:

We make a number of different kinds of sausage for the kosher trade but have never made liver sausage. Can you give us formula and directions?

Kosher liver sausage may be made as follows:

Meats:

50 lbs. fresh veal, free of sinews
35 lbs. scalded calf or beef liver, well trimmed
10 lbs. good brisket fat
5 lbs. calf or beef brains, well cleaned.

Cooked calf head meat may be substituted for brains if desired.

All the meat should be very cold when it is run through the fine plate so that it may be chopped to a smooth dough.

To this may be added

3 doz. eggs
3 lbs. onions or leeks.

However, the addition of the eggs and onions or leeks is optional and depends upon the demands of the trade.

Add the following seasoning in the mixer:

2 lbs. 2 oz. salt
6 oz. sugar
6 oz. pepper
2 oz. celery
2 oz. ground coriander
2 oz. ginger
2 oz. mace

About 8 oz. of good brisket fat, cut in small cubes, may be added as a garnish in the mixer. If the dough should be too stiff in the silent cutter, add a small amount of ice, as this mixture is easy to burn in the silent cutter. Great care must be taken to avoid this.

If 10 lbs. of the veal used in the formula is cured veal, it gives the liver sausage a nice pink color and aids in the prevention of discoloration of this product which is rather perishable.

Stuff the product tight in large beef middles or cellulose containers. Cook 45 minutes at a temperature of 150 to 155 degs. F. Then chill and rinse off with hot water and hang in the cooler. If desired, this sausage can be dipped in a glaze, and then it can be kept under proper temperatures for ten days, two weeks or even longer.

BELLY TRIMMINGS.

Why is it so important to check belly trimmings? Read chapter 6 of "PORK PACKING," The National Provisioner's latest book.

Spots in Boiled Hams

Trouble with gray spots in boiled hams was discussed in a recent issue of THE NATIONAL PROVISIONER in response to the inquiry of a packer who was having such difficulty.

Commenting on this discussion an expert meat processor writes as follows: Editor THE NATIONAL PROVISIONER:

It is my experience that cause of spotted hams and streaked bacon arises in the curing room. Where hams are not properly replaced in the overhauling it is easily possible for a number to get jammed together so tightly that the curing pickle cannot penetrate all the way through.

Where the superintendent is in doubt of the ability of those in charge of the curing room it is easy to check up on such things as the following:

He may pick out a number of tierces and remove a few hams, place a meat skewer or little stick where the hams were removed, then put the hams back where they were. This makes it easy to find out whether the hams have been overhauled as they should have been. When he cares to check up to see if the overhauling has been done, if he has marked the barrels so that he will know them, then he can remove the same hams again. If the skewer is still in there, he knows that overhauling has been neglected. This is an easy but positive way of finding out.

White spots that usually occur on the hams around or near the hock may be removed in the smoking process. When the smoking is about finished, say about 30 min. before the hams are taken out of smoke, the temperature may be raised and the spots should disappear.

Yours truly,
SUPERINTENDENT.

When Meats Dry Out

Complaint of carcasses drying out in the cooler is made by a packer, who says:

Editor The National Provisioner:

We have been dressing calves recently and notice that the hind shanks dry out considerably, making the carcasses look old and hard to skin. Can you tell us what is the cause of this drying?

The drying out complained of would seem to be due to some condition in the cooler. Perhaps the air circulation is pretty high, the humidity in the room may be low, or a strong current of air may be blowing directly on the hind shanks of the carcasses as they hang on the rail. The inquirer should check cooler conditions carefully in the search for a solution of his problem.

Are your questions answered here?

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

STEAM AND POWER SAVINGS.

(Continued from page 14.)

Records, tests and reports, unless carefully made and properly checked, are of no value. They often lead to a false feeling of efficiency that minimizes the possibility that waste will be discovered.

Neglect of Records Causes Loss.

It was found recently in one plant that, instead of an evaporation of 7 lbs. of water per pound of coal—as tests and reports had indicated—only 4 lbs. of water per pound of coal were actually being evaporated. This serious difference was found when total coal consumption was checked against the pounds of steam produced over a period of one year.

Had reports been checked properly this loss would have been discovered and corrected long before it was.

The problem of steam and power engineering is divided into three separate and distinct but closely related parts—fuel, steam and power production, and steam and power uses.

Each, in order to secure maximum overall economy, must be given careful study separately and in relation to the other two. The most economical fuel might be used, and steam and power generated very extravagantly. Steam and power might be generated efficiently and used extravagantly.

Common Power Terms Explained.

It is the purpose in this series of articles to discuss most phases of the meat plant steam and power generation and utilization problems. But be-

fore getting down to cases it has been considered desirable to review a few of the fundamental terms and basic laws governing power plant operation.

Energy, commonly defined as the capacity of a body for doing work, exists in various sources—the heat stored in coal and other fuels, the steam in a boiler, the motion of a body, muscular energy of human beings—all are examples. Energy can be converted from one form to another, but it never can be destroyed. The total amount in the universe always remains constant.

Heat is the most common form of energy, and the form in which the packing industry is most interested. The unit of heat, the British thermal unit (B.t.u.), is the amount of heat required to raise the temperature of one pound of water, at 39 degs. Fahr., 1 deg. Fahr. For practical purposes it is regarded as the same regardless of the temperature of the water.

Temperature is an expression of the degree or intensity of heat. It is purely relative, and is measured by an arbitrary scale called a thermometer. The two scales generally used are the Fahrenheit (F) and the Centigrade (C).

What Efficiency Is.

Power is the ability or capacity for doing work at a uniform rate. It is measured in foot pounds per unit of time. One horse power is equivalent to 33,000 ft. lbs. per minute, or 550 ft. lbs. per second.

Efficiency is the relation between output and input. It usually is expressed in terms of the percentage of input converted into useful work, or output.

Combustion is the phenomenon that results from any reaction evolving heat. It varies in rapidity from the slow rust formation to the instantaneous action of explosion. The rate of combustion is dependent principally on the affinity of the material for oxygen, which is the sole supporter of combustion, the temperature at which it is exposed to oxygen and the supply of oxygen available.

Availability and price usually determine which of the three classes of fuels—solid, liquid or gas—is the most economical and practical to use. If the price per thousand B.t.u. of one class is much lower than either of the others, and a continuous, ample supply is available, the others would not be considered except for convenience, cleanliness and labor saving.

Types of Fuels Available.

Each of the three classes are available in various qualities and grades. Each has different characteristics, compositions and heat values, which make it very important that they be thoroughly studied before deciding on the type to use.

Gas, although reasonable in price per thousand B.t.u. and very convenient and clean, may have a decided detrimental effect on the boiler, resulting in high maintenance cost. It may fluctuate in pressure to such an extent that regulation is an expense.

Oil may be reasonable in cost, yet

Kill More Hogs

Burn Less Coal

One meat plant in March, 1933, killed 10 per cent more hogs than during the same month in 1932.

Last year it was making steam for processing and buying power from a central station for equipment operation. This year it is producing both steam and power.

IN MARCH THIS YEAR IT BURNED 180 TONS LESS COAL THAN DURING THE SAME MONTH LAST YEAR.

In other words, it produced its process steam needs for considerably less money than they formerly cost, **AND IT HAD ITS POWER AS A BY-PRODUCT.**

Many meat packing plants can make comparable large savings. Read the article "WHAT PRICE POWER" in this issue of THE NATIONAL PROVISIONER; and watch for further articles in the series on meat plant power plant rehabilitation, telling how these large savings can be made.

SIX SOUND REASONS

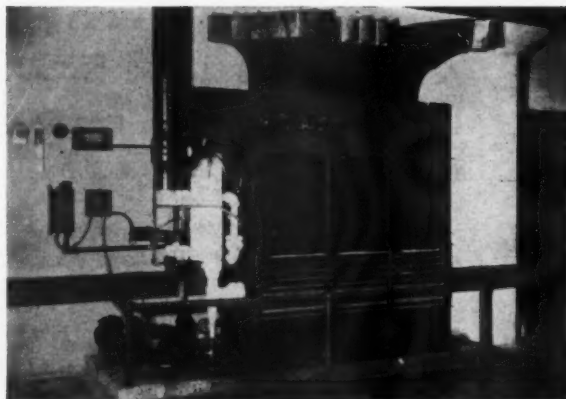
1. Closer control of temperature because of positive cold air circulation.

2. No moisture condensation on walls or ceiling of cooling room.

3. Very rapid cooling—saving time and operating cost.

4. Marked reduction in first cost—less equipment needed—simple, inexpensive installation.

5. Large saving in cost of cold storage room construction—height of room reduced since no space needed for overhead bunkers.



Brine Spray Uniterm Cooler installed in sausage finish cooling room.

6. Low maintenance, and 100% salvage value due to mobility of units.

These modern Clarage Uniterm Coolers merit your investigation. We can show you improved performance against any type of bunker or wall coil installation, and we can save you money. Units are available in fin surface and brine spray types, and in sizes to meet any refrigeration requirement.

Write for Bulletin 77, which gives full details. CLARAGE FAN COMPANY, Kalamazoo, Michigan.

CLARAGE

UNITERM UNIT COOLERS

expensive to burn because of mechanical difficulties; or it may be objectionable because of odor or smoking tendencies.

Coal may be reasonable enough in price, but difficult to fire, expensive in labor and objectionable because of smoke, storage problem or ash and clinker.

When Wrong Fuel Is Used.

Many plants have been designed and equipped for the wrong fuel or the wrong method of burning the fuel, due to ignorance or disregard of all the characteristics of the various kinds and grades of fuel available. Such plants always operate under a handicap that might be avoided had the problem been carefully analyzed.

Inasmuch as gas or oil are not so commonly used, and the design of furnace and methods of burning are more or less standardized, very little will be said concerning them. Both are splendid fuels, where they are economical to use, and are generally much cleaner, easier handled and cheaper to install.

Coal, covering all varieties from the low heat value, high moisture content lignites to the high heat value, low moisture content anthracites, is the most commonly used commercial fuel. The great variation in form, size, chemical composition, heat value, moisture

content and resultant refuse results in the necessity of several very distinct methods of firing, varying from hand firing to using in pulverized form.

Each has its drawbacks and its advantages. If possible, tests should be run under actual operating conditions on various types of firing equipment of the coals under consideration before making final decision. It may involve some delay and expense, but will avoid disappointment, excessive costs and operating difficulties.

How Stokers Cut Costs.

Very few plants, unless of very small capacity or for temporary use only, have been built during recent years without installing some type of mechanical firing equipment. Hand firing requires continuous attention and considerable skill to keep steam pressure uniform. It is very costly in labor and fuel, and makes balanced draft an impossibility.

More and more, as new plants were built or old plants remodeled, mechanical stokers replaced hand labor. This change increased boiler capacity by permitting more coal to be burned under the boiler and by uniform feeding. Less disturbance of draft conditions and uniform removal of ash and refuse materially increased the efficiency of combustion.

Not satisfied with efficiencies and capacities obtainable with mechanical stokers, pulverized coal systems were developed. These result in almost perfect combustion in every case, and permit of developing furnace temperatures

that were undreamed of under hand or mechanical stoker firing. Intensity of the fire is readily controlled to take care of fluctuations in steam demand, but for satisfactory operation powdered coal requires special furnace design and provision for removal of slag, which in many instances has proven a serious problem.

New Method of Firing.

For some time past, in England and Germany, plants have been built in which pulverized fuel is introduced into the furnace over a mechanical stoker.

This combination has many advantages over either of the separate systems, and is now being introduced in this country. With this type of firing it is possible to maintain a high efficiency under extremely wide variations in boiler load, at a much lower investment cost and lower repair cost than any other, provided it is properly proportioned and designed.

What can be done in savings in steam production cost, and what improvements have been made in steam producing equipment, is clearly shown by the illustrations on page 14. One shows conditions in a particular boiler room before rehabilitation; the other after the work had been completed. Total cost of the installation, including building charges, foundations, stokers, coal handling and ash handling system complete, amounted to \$115,000, which was amortized by savings in coal and labor over a period of only nine months.

This is the first of a series of articles on rehabilitation of the meat plant power department, and savings the packer can make by the use of modern equipment and methods. The second will appear in an early issue.

Refrigeration and Frozen Foods

PREVENTING FOG IN SHOWCASES.

Many problems have had to be solved in the design of display cases for frozen food products. Sealing window glasses to prevent sweating between plates has been one of the most troublesome. Vapor pressure, changes of air pressure with temperature, and thermal expansion and contraction have made it possible to obtain a clear glass only with the greatest care.

Some of the developments in showcase design to prevent fogging were explained by Gardner Poole, vice president, Birdseye Packing Co., in a paper read before the Sixth International Congress of Refrigeration.

Difference in vapor pressure between the inner air space of a window of a refrigerated showcase and a room at 75 degs. Fahr. and 70 per cent relative humidity, he said, is 0.6 in. of mercury, enough to cause moisture to pass continuously into the space if the seal is not air tight.

It is customary to seal the glass at ordinary room temperatures, and when the temperature of the air cell is dropped 75 degs. Fahr. there will be a pressure of 2 lbs. per sq. in. acting on the inner plate. This is nearly one-third of the breaking pressure of glass plate this size, and the smallest leak will allow air to pass to the inner cell very readily.

There is considerable difference in the coefficient of expansion between wood and glass. In a length of 7 ft. this difference in expansion could be .015 in. per 50 degs. Fahr. temperature change. An expansion and contraction of wood will take place with changes of moisture content also. These expansion and contraction properties add to the sealing difficulty.

There is over 100 ft. of edge in the window of an 8-ft. showcase which must be made airtight. Believing that success in making a perfect seal is improbable some manufacturers have devised other means of preventing frost between the glasses.

By venting the upper and lower frames between the air spaces, and connecting the vents to the outside, there is a very slow circulation of dehydrated air from the case up through the spaces and into the case at the top. The circulation is slow enough to prevent any appreciable loss of insulating value, and yet fast enough to remove considerable frost or moisture from the glasses and deposit it on the upper plates of the case.

Mechanical dryers have been tried

for removing moisture. One type tested consisted of a centrifugal air pump which circulated from the cells through trays of calcium chloride. The circulation of air through the drier warmed it to the point where its humidity would have to be reduced very low in order to prevent condensation inside when the cell cooled off. However, by running the dryer simultaneously with the compressor, it is claimed that glasses can be kept free of moisture by this method. It is doubtful if any method of drying could keep the glasses clear with an appreciable leak in the seal.

Room conditions have been found to be important in sealing, and it is necessary that the humidity of the air spaces be very low (less than 10 per cent) when sealed.

The method of making the air tight seal depends on the materials used and the construction of the frame. Various materials are employed such as aquarium cement, battery compound, marine glue, rubber cement and other compounds. The usual method of sealing is to imbibe the edges in one of the materials.

REFRIGERATION NOTES.

The Independent Ice & Refrigerating Co., Tulsa, Okla., has put into operation a new 40-ton ice plant.

H. J. Phillips, Barnwell, S. C., has begun erection of a 10-ton ice plant, also a meat curing plant.

Citizens Coal & Ice Co., Arcola, Ill., is building a new ice house and storage room.

Installation of refrigeration equipment at the Home Economics building, Cornell University, Ithaca, N. Y., has been begun by the Frick Co., Waynesboro, Pa.

City commissioners of New Orleans, La., have approved plans for the construction of the Tremé Municipal Market. It will, when completed, contain 12 butcher stalls, cold storage and refrigerating equipment.

The Bonifay Ice & Cold Storage Co., Bonifay, Fla., will soon have in operation their new ice plant of 12 tons capacity. J. W. Outlaw and L. C. Vaughan are erecting the plant. One end of the building will be occupied by cold storage rooms.

The American Refrigerating Machinery Co., Louisville, Ky., capitalized at \$10,000, has been granted a charter. Incorporators are Frank H. Poschinger, George Edelhauser, Martin Robertson and Joseph G. Sachs, jr.

Donald Kemper of New Iberia, La., has under consideration the construction of a cold storage and ice plant.

The Texas Ice & Refrigerating Co., Fort Worth, Texas, now has in operation an egg freezing and drying plant installed by Hennigsen Brothers, Inc.

The Gay Ice & Cold Storage Co., Perry, Fla., have recently doubled their cold storage facilities. During 1932, the company states, the plant cured 314,682 lbs. of meat for farmers in that vicinity.

ACCIDENT RECORD IMPROVES.

Accident prevention continues to make progress in the meat packing industry. Two member plants of the Institute of American Meat Packers, on April 21, 1933, had operated 18 months without a lost-time accident, according to a recent Institute bulletin. Forty-one additional plants of member companies operated during March without any lost-time accidents and either retained or received Institute safety pennant awards.

The two companies holding the record of 18 month's operation without an accident are Armour and Company, Milwaukee, Wis., and Interstate Packing Co., Winona, Minn. Following are the plants which operated during March without accidents:

Abraham Brothers Packing Co., Memphis, Tenn.; Abraham Brothers Packing Co., Hollywood Plant; J. H. Allison & Co., Chattanooga, Tenn.; Albany Packing Co., Inc., West Albany, N. Y.

Armour and Company, West Fargo, N. D.; Armour and Company, Huron, S. D.; Armour and Company, Indianapolis, Ind.; Brennan Packing Co., Chicago, Ill.; Burns & Co., Ltd., Prince Albert, Canada; Burns & Co., Ltd., Regina, Canada; Jacob E. Decker & Sons, Mason City, Ia.; Dold Packing Co., Omaha, Nebr.; Jacob Dold Packing Co., Wichita, Kans.; Dunlevy-Franklin Co., Pittsburgh, Pa.; C. A. Durr Packing Co., Utica, N. Y.; Eckert Packing Co., Henderson, Ky.; Emmart Packing Co., Louisville, Ky.; Field Packing Co., Bowling Green, Ky.; Field Packing Co., Owensboro, Ky.; Adolf Gobel, Inc., Boston, Mass.; Adolf Gobel, Inc., C. Lehmann Packing Co., Brooklyn, N. Y.; Edward Hahn, Johnstown, Pa.; Home Packing & Ice Co., Terre Haute, Ind.; The Hull & Dillon Packing Co., Pittsburg, Kans.; Harry Manaster & Bro., Chicago, Ill.; Harry Manaster & Bro., M. D. Singer & Co., Chicago, Ill.; Harry Manaster & Bro., United Packers, Chicago, Ill.; Oscar Mayer & Co., Chicago, Ill.; John Morrell & Co., Sioux Falls, S. D.; E. W. Penley, Auburn, Me.; Rochester Packing Co., Rochester, N. Y.; Seltzer Packing Co., Pottsville, Pa.; Stahl-Meyer, Inc., F. A. Ferris & Co., New York, N. Y.; Stahl-Meyer, Inc., Louis Meyer Division, Brooklyn, N. Y.; Stahl-Meyer, Inc., Otto Stahl Division, New York, N. Y.; Swift & Company, Denver, Colo.; Swift & Company, Kansas City, Kans.; Union Meat Co., San Antonio, Tex.; United States Cold Storage & Ice Co., Chicago, Ill.; Wilmington Provision Co., Wilmington, Del.; Wilson & Co., Inc., of Minnesota, Albert Lea, Minn.

Average accident frequency rate for all plants reporting for March, 1933, was 17. Average accident frequency rate for March, 1932, was 20. At the recommendation of the Committee on Fire and Accident Prevention of the Institute, a special certificate was presented to each plant which operated without any lost-time accident during 1932.

A Page for the Packer Salesman

Bigger Meat Orders

The Time Has Arrived for Packer Salesmen to Work for Them

There is no easier way for the retail meat dealer to lose good will and customers that to attempt to operate on the smallest possible stock, and to be continually short on the various meat cuts and manufactured products.

"We're just out of that, but we'll have some in soon," is slight consolation for the housewife who has made her dinner plans, and who must change them or continue her shopping in some store where the cut she wants is in stock.

Hand-to-mouth buying, one packer salesman thinks, has gone too far. And right now, he says, is the time for packer salesmen to do something about it. He writes:

Editor THE NATIONAL PROVISIONER:

The retail meat business could be better—in fact, it would be better—if it were not for the eternal answer to one-fourth or one-third of all retail customers, "We're just out of that, but we'll have some in soon."

Reforming a Bad Habit.

Stock in the retail stores in my territory never have been so low. For the past year dealers have been buying less than they can sell. They have become so thoroughly sold on the idea that they must buy with extreme caution, and turn their money over as fast as possible, that they have not only lost much consumer confidence but they are losing more business than they seem to appreciate.

This trade is going to stores that are well stocked, in which the housewife can find what she wants, and where she is not compelled to accept something else or walk out empty-handed.

Other packer salesmen with whom I have talked report the same situation in their territories. While they believe the hand-to-mouth buying bugaboo has gone too far, they appear to have accepted the theory that there is nothing to do about the situation but accept it.

Stop Fooling Yourself.

All of us, it seems, have indulged in a lot self-kidding to the effect that after all we must not overload our customers—that we must help them keep their inventories down to the lowest point.

When meat prices were dropping



rapidly there may have been some justification for "pint-size" buying on the part of retailers. But now that prices are very low, with no way for them to go but up, there is little or no justification for the retailer to penalize himself by buying less than he can sell.

And there is no sense in the packer salesman continuing to be a party to this situation. Small orders are expensive to the retailer, and they place a burden of expense on the meat plant that the packer salesman needs to do his best to remove.

Trade Drift to Well-Stocked Stores.

We need to tell our customers, I believe, that limited stocks lead to loss of business. Meat is bought for immediate consumption. The housewife does not come into the store until she needs something. The retailer cannot persuade her to wait for the goods to be ordered. Either she will have to take something else, or as frequently happens, she goes to that store that is adequately stocked and where she can get what she wants.

And in every community it is plainly evident that the drift of the more desirable trade is toward those stores that maintain sufficient stocks. The more desirable the trade is, the more likely it is to go where there is adequate meat assortments. And once at these stores it is very likely to stay there.

What methods the packer salesman can use to induce his customers to put in stocks that will not only be sufficient to meet day-to-day trade, but that will encourage customers to enter the store and buy, is somewhat of a problem.

Build Up the Sales List.

Personally I have considerable success in encouraging my customers to increase assortments, particularly of sausage and "ready-to-serve" products. Some stores that buy from me are now selling several times the quantity of sausage they formerly sold. They developed this business simply by having on hand a sufficient quantity and assortment to make an attractive display.

Another of my customers has built volume by stating in his advertising that his stocks of all meat cuts, sausage, etc., are always sufficient to meet all requirements—that anyone can find there what he wants.

Another customer was won over to the idea of maintaining adequate stocks by keeping a record of the number of housewives who asked for cuts and product which he was not carrying or which he had run out of.

Trade is being hampered in all lines, and consumer buying is being further discouraged because of inadequate stocks. Every packer salesman who persuades a dealer to "sweeten" his stock sufficiently to meet the daily requirements of his trade will do a big share in bringing business back to normal.

Yours truly,
PACKER SALESMAN.

GETTING THE PRICE.

A packer salesman who has a reputation for doing a good selling job was asked recently how he was able to get better than average prices in these days when price competition is so keen.

"There are several ways to meet this situation," he said. "One is to convince the retailer that the packer, better than anyone else, knows what his products cost and are worth. And like everyone else he must have a profit to stay in business. They have no desire to lose money by selling product for less than it is worth.

"A clothing store may sell several grades of suits ranging in price from \$20 to \$100. The clerk never tells the customer that the \$20 suit is as good as the one priced at \$100. He may claim good value in each case, but he knows the customer would not be fooled by comparing the cheaper grade with the more expensive.

"There are many grades of fresh and processed meats. The packer asks a price based on the worth of the product. Some salesmen may claim the cheaper meats are as good as the more expensive, but the wise retailer knows they are not.

"Cheap product seldom is satisfactory as a sales and good will builder. The clever retailer knows that his success must be based on pleased customers, and he thinks twice before he offers them product he is not sure will satisfy them in every respect."

Do your sales managers and salesmen read this page?

Provision and Lard Markets

WEEKLY REVIEW

Market Active—New Highs Established—Hogs Firm—Cash Trade Good—Hog Run Liberal—Outside Strength Factor—Inflation Developments Still Having Effect.

Operations in hog products were on a larger scale the past week, particularly in lard futures, and the market scored an advance of about $\frac{1}{2}$ c per pound during the week. From the low point in April, prices are up 125 to 142 points, all months making new season's highs.

From the low point of the season to the highs of the past week, the market showed a gain of 168 to 183 points. The upturn was but little short of an advance of 50 per cent from the season's lows. However, it is generally conceded that during the downturn lard had been driven too low. Commission house speculative buying, at times, took the market away from the trade. Shorts were forced to cover, and some lifting of hedges, presumably against cash trade, aided the upturn.

Hog Receipts Up.

Packing house interests were on the selling side on bulges. The market suffered natural reactions at times, due to technically overbought pit conditions, but appeared to come back readily when fresh buying power made its appearance.

A better hog market, advancing tendency in outside commodities, continued inflationary gossip from Washington, and expectations that ultimately the Administration inflation bill would be passed with little change from its original form, were the constructive factors. Bulk of selling was realizing on the swells. Some of the absorption was based on a continuation of the belief that hog products were too low compared with cost of feedstuffs.

As a result, strength in the grain markets cut no little figure. However, during the week cash trade in lard was reported satisfactory. Meat trade was reported fair to good from day to day, and on the whole appeared somewhat better than heretofore.

Receipts of hogs at western packing points last week were 430,900 head, compared with 392,474 the previous week and 458,300 the same week last year. Average weight of hogs received at Chicago last week was 249 lbs., or 2 lbs. less than previous week, but compared with 238 lbs. a year ago, and 238 lbs. two years ago.

Lard Exports Fair.

Average price of hogs at Chicago last week was 3.70c, the same as the previous week, and 10c below last year. Average price this week, however, advanced to 3.95c, or 20c better than last week, and compared with 3.70c a year ago and 7.05c two years ago. Top hogs at Chicago this week bulged to 4.15c reacting later to 4.05c.

With spring farm work delayed in the West, making for an unsatisfactory

start with the new corn crop in some sections, a belief prevailed that should a spell of good weather set in marketings of hogs would drop off for a time. Developments in this direction are watched closely, particularly the raisers' attitude, as the trade is informed that there are no shortages of hog supplies back in the interior.

However, stocks of hog products are comparatively moderate, making for a satisfactory statistical position. But after all, commodity values today are very little dependent upon routine trade factors, the unusual currency situation and political efforts to raise commodity values having superseded all other considerations for the time being.

Official exports of lard for the week ended April 15, 1933, were 5,193,000 lbs., against 6,255,000 lbs. last year. Exports from January 1 to April 15, 1933, have totaled 184,152,000 lbs., or practically the same as last year when they were 184,195,000 lbs. During the

week the United Kingdom took 3,389,000 lbs.; Germany, 457,000 lbs.; the Netherlands, 211,000 lbs.; other European countries, 381,000 lbs.; Cuba, 88,000 lbs.; other countries, 717,000 lbs.

Exports of hams and shoulders, including Wiltshires, for the week were 802,000 lbs., against 755,000 lbs. last year; bacon, including Cumberlands, 745,000 lbs., against 314,000 lbs.; pickled pork, 101,000 lbs., against 10,000 lbs. last year.

PORK—Market was fairly active and firm at New York. Mess was quoted at \$17.75 per barrel; family, \$16.50 per barrel; fat backs, \$12.25@13.50 per barrel.

LARD—Demand was fairly good, and the market was firm. Prime western at New York was quoted at 5.80@5.90c; middle western 5.70@5.80c; New York City tierces, 5 $\frac{1}{2}$ c; tubs, 5 $\frac{1}{2}$ c; refined continent, 6 $\frac{1}{2}$ c; South America, 6 $\frac{1}{2}$ c; Brazil kegs, 7 $\frac{1}{2}$ c. Compound advanced to 6 $\frac{1}{2}$ c car lots New York and to 7c

Light Hogs Cut Out at a Profit

Considerable improvement in hog cut-out values are shown this week, light averages showing a profit of about 36c per hog, and heavier averages only small losses. Both hogs and product are higher, but product prices have appreciated relatively faster than hog prices, resulting in a wider spread between hog costs and product prices.

Demand for practically all fresh and cured meats has shown improvement. Buyers in considerable numbers have been in the market for green regular hams, preference being shown for 10/16 lb. average. There was a good inquiry and a fairly good carlot movement of S. P. regular hams. Market has been quiet but steady on S. P. boiling hams and green skinned hams. Higher prices being asked for picnics curtailed trading somewhat.

Frozen green seedless bellies have been offered only sparingly, packers holding for higher prices. Cured bellies are firm at the higher price levels, and D. S. bellies have been firm, with offerings moderate. Trade on these latter

cuts was heavy during the early part of the week, and the market now appears to be fairly well sold up. Trading in loins, Boston butts and other fresh cuts has improved considerably as compared with last week. Prices of loins are up about 1c.

Hog receipts at the 12 principal markets for the first four days of this week totaled 375,100 head, compared with 328,300 head during the same period last week. Average price at Chicago on Thursday was \$3.90 and top price \$4.05, compared with an average price of \$3.75 and a top price of \$3.95 a week earlier.

Hog quality generally has been good, but few strictly choice hogs have been arriving on the local market. Heavy weights continue to be shipped in more than average quantities. Supplies of new-crop hogs are increasing.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, representative costs and credits being used.

	160 to 180 lbs.	180 to 200 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.21	\$1.18	\$1.17	\$1.15
Picnics	.29	.27	.25	.23
Boston butts	.25	.25	.25	.25
Pork loins	.79	.71	.63	.53
Bellies, light	.80	.83	.50	.16
Bellies, heavy	.....	.....	.21	.54
Fat backs	.....	.....	.14	.19
Plates and jowls	.07	.08	.06	.11
Raw leaf	.10	.10	.10	.10
P. S. lard, rend. wt.	.62	.70	.62	.58
Spare ribs	.05	.05	.05	.05
Regular trimmings	.07	.07	.06	.06
Feet, tails, neckbones	.05	.04	.04	.04
Total cutting value per 100 lbs. live wt.	\$4.39	\$4.28	\$4.11	\$4.01
Crediting edible and inedible offal to the above cutting values and deducting from these totals the cost of well finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Profit per cwt.	\$.20	.....	.....	.....
Profit per hog	.86	.....	.....	.....
Loss per cwt.	.....	\$ .02	\$.15	\$.19
Loss per hog	.....	.04	.35	.52

smaller lots. At Chicago, regular lard in round lots was quoted at 5c under May; loose lard, 62½c under May; leaf lard, 60c under May.

BEEF—Market was firmer with a fairly good demand at New York. Mess was nominal; packet, nominal; family, \$11.50@12.50 per barrel.

See page 30 for later markets.

WORLD HOG AND PORK OUTLOOK.

Hog prices in the United States during March reached the highest level since last September, but prices in Europe were steady to lower. Both domestic and foreign prices of pork and lard averaged higher in March than in the preceding month. Inspected slaughter in the United States during the month was only slightly smaller than in February.

The German hog census as of March 1, 1933, indicated only a small reduction in hog numbers as compared with a year earlier, says the U. S. Bureau of Agricultural Economics. Hog marketings in Germany during the remainder of 1933 are expected to be only slightly smaller than last year.

Largely as a result of the British restrictions on bacon imports, measures have been adopted in Denmark authorizing government control of hog production. Hog slaughter in Denmark during recent months has been much smaller than a year earlier, but the reduction has not been sufficient to offset the reduction in Danish exports of bacon to the United Kingdom as provided for in the quota agreements.

The British quotas on imports of bacon and hams are being continued with certain changes. Imports of bacon into the United Kingdom during February were about 30 per cent less than a year earlier. During the four months beginning November 23, 1932, when the quota agreement became effective, actual imports of cured pork have been slightly smaller than the total quota allotment.

United States exports of both pork and lard declined during February. Lard exports, while smaller than the unusually large movement in January, were the second largest for any month since February, 1932. Shipments of pork from the principal ports during March were somewhat larger than in February, but shipments of lard were considerably smaller.

MARCH MEAT CONSUMPTION.

Federally-inspected meats apparently available for consumption during March, 1933, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	Consumption lbs.	Per capita lbs.
BEEF AND VEAL		
March, 1933	373,689,000	2.98
March, 1932	372,000,000	2.98
PORK		
March, 1933	561,419,000	4.48
March, 1932	585,935,000	4.70
LAMB AND MUTTON		
March, 1933	57,806,000	.46
March, 1932	56,574,000	.45
LARD		
March, 1933	75,792,000	.60
March, 1932	73,611,000	.59

GERMAN HOG CENSUS.

The hog census taken in Germany at the beginning of March, 1933, showed the number of hogs in the country to be 2 per cent less than on the same date last year. A total of 20,630,000 head of hogs were counted this year, compared with 20,630,000 a year ago, according to the U. S. Department of Commerce.

The census of September 1, 1932, indicated the probability of the material decline, and the fact that this did not take place is attributed to the plentiful supply of feed available, the low price of meat, and the hopes entertained by hog raisers during the fall and winter months that measures contemplated by the German government for their relief would bring about an improvement in the situation, all of which tended to withhold stock from the markets.

DANES TO LIMIT HOG RAISING.

Indications are that hog production control measures will become effective in Denmark on May 1, 1933, according to the U. S. Bureau of Agricultural Economics. No detailed plan has been announced as yet, but it is known that certain suggestions have been receiving serious consideration. It is proposed, for instance, that each farmer be allowed to market a minimum of 5 hogs. Deliveries above that number might be regulated along the following lines: 1.—According to the ground taxes paid by the farmer; 2.—According to the amount of skim milk the hog producer receives back from the creameries and cheese factories; 3.—According to marketings in the immediate past. In no case, however, would a producer be allowed to market more hogs than he did in the past year.

LARD TO EUROPE VIA LAKES.

Forty carloads of lard produced in Chicago meat packing plants were included in the first regular lake service connecting Chicago with Montreal, Canada, and world ocean ports, when the steamer Willowbay sailed from Chicago recently for European ports. The trip marked the beginning of package freight service on the lakes and weekly service between Chicago and Montreal. The lard was billed to purchasers in Liverpool, Glasgow, Havre, Antwerp and Hamburg. This was said to be the largest lard shipment ever made from Chicago by boat.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended April 22, 1933:

Point of origin.	Commodity.	Amount.
Argentina—Canned meats	82,080 lbs.	
Brazil—Canned corned beef	180,000 lbs.	
Canada—Sausage	1,324 lbs.	
Canada—Calf livers	1,135 lbs.	
Canada—Bacon	6,610 lbs.	
Canada—Pork cuts	1,476 lbs.	
Canada—S. P. hams	9,900 lbs.	
England—Bacon	3,199 lbs.	
England—Ham	1,090 lbs.	
England—Meat paste	150 lbs.	
Germany—Ham	1,017 lbs.	
Germany—Sausage	4,624 lbs.	
Germany—Bacon	80 lbs.	
Italy—Salami	1,870 lbs.	
Uruguay—Canned corned beef	207,018 lbs.	
Uruguay—Beef extract	1,232 lbs.	

PLAN FOR TRADE RECIPROCITY.

Foreign outlets can be opened for livestock and meat products with no harm to domestic industry by means of reciprocal trade agreements, said Charles A. Ewing, president of the National Live Stock Marketing Association, to members of the National Foreign Trade Council at their recent 20th annual convention in Pittsburgh, Pa.

"To my mind there are two things which could be done that would stabilize livestock prices in this country at reasonably profitable levels," he said, "and these things are both simple in their operation and would render unnecessary putting into effect any of the provisions included in the Farm Bill.

"No crop makes so many pounds of pork and beef as corn, 80 per cent of which is consumed by livestock. We are recently finding out that grain alcohol made from corn makes a desirable blend with motor fuel. A 10 per cent blend, or perhaps even a 5 per cent blend, would make a market for several hundred million bushels of corn. If the livestock output were relieved of the pounds of beef and pork contained in 100 million bushels of corn, there would be very little surplus left to deal with. There is much to command the encouragement of a program for making alcohol out of our surplus farm crops for use in motor fuel.

"Foreign outlets can be opened for livestock products with no harm to domestic industry by means of reciprocal trade agreements, if the government will issue a certificate to the exporter of livestock products for 45 per cent of the value of these exports, this certificate to be acceptable at ports of entry in the payment of duties on products received in exchange for the exported live stock products. This would simply make effective a parity of protection on the 10 per cent or less of our output going abroad, which the Government has been giving on 90 per cent of our industrial output consumed at home.

"Such a plan encourages and revives trade relations with foreign countries because it is predicated on an exchange of commodities. It differs from the old debenture plan in that it does not offend our foreign neighbors by dumping our products on their market. If properly directed to imports not in conflict with industries here at home, or to imports now coming in it need interfere little, if any, with the manufacturers of this country.

"To accomplish this to best advantage moderate duties should be levied on some of the 60 per cent of our imports now admitted duty free."

GERMAN HOG MARKETINGS.

Receipts of hogs at the 36 most important German markets during March, 1933, were 406,000 head, or 15 per cent less than during January of this year, according to the U. S. Department of Commerce. Receipts during March were also 21 per cent less than the 514,000 head marketed at these points during February, 1933.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The situation in tallow in the East the past week developed considerable strength, along with other commodities, and aided by better consumer demand. Extra f.o.b. New York climbed to 3½c sales, and while volume was not disclosed, indications were that considerable business had passed. Some estimated sales as high as 100 tanks. Advancing commodities prices made for stronger ideas on the part of producers and appeared to have forced consumers into the market for supplies. Even on the upturn offerings were very moderate.

On Wednesday, conflicting reports were current in the market. Some claimed one or two tanks sold at 3½c f.o.b. Others reported business at 3¼c f.o.b. It was said, however, that larger soapers were not interested above 3¼c f.o.b.

At New York, special was quoted at 3c; extra f.o.b., 3¼c; edible, 4½c nominal.

At Chicago, the tallow situation rules firm. Trading was restricted due to scarcity of large offerings for prompt or later delivery. At Chicago, edible was quoted at 3¼c; fancy, 3½c; prime packer, 3½c; No. 1, 3c; No. 2, 2½c.

At the London auction this week, 837 casks were offered and 574 sold at prices 6d@1s 6d lower than the previous sales. Mutton was quoted at 23s@24s 6d; beef, 19s 6d@21s 6d; mixed, 17s 6d@19s 6d. At Liverpool, Argentine beef tallow, April, was up 3d at 20s 6d. Australian good mixed at Liverpool was up 6d to 18s 9d.

STEARINE—Demand showed some improvement, and the market was firmer with other commodities. Last sales of oleo at New York were at 4¼c, with sellers asking 5c. At Chicago, market was firmer, with oleo quoted at 4¼c.

OLEO OIL—Demand was moderate at New York, but offerings were more firmly held. Extra was quoted at 5½@6½c; prime, 4¼@5¼c; lower grades, 4¼@5½c. At Chicago, market was moderately active and very steady, with extra quoted at 6c.

See page 30 for later markets.

LARD OIL—Demand was reported a little better at New York, but prices showed little change. The tone was firm. Prime was quoted 8½c; extra winter, 7¼c; extra, 7c; extra No. 1, 6¼c; No. 1, 6½c; No. 2, 6¼c.

NEATSFOOT OIL—Consumers were showing more interest, and the market ruled steady to firm. Pure at New York quoted at 10c; extra, 7c; No. 1, 6¼c; cold test, 13c.

GREASES—Decided strength developed in the grease markets at New York the past week, influenced by a fairly good consumer demand, strength in tallow and other soapers' materials, and a firming in producers' ideas. The inflationary attitude in commodities generally undoubtedly was a strengthening factor. Prices advanced under a fair turnover, to new highs for the up-

ward movement, with last business in yellow and house at New York at 2½c. The strength served to slow up interest on the part of the larger soapers, but there was no volume of greases on the market.

At New York, yellow and house were quoted at 2½c; A white, 3¼c; B white, 3c; choice white for export, 4¼c nominal.

At Chicago, operations in greases were greatly restricted by scarcity of nearby and later deliver offerings. The tone of the market, however, was strong. At Chicago, brown was quoted at 2¼c; yellow, 2½c; B white, 3c; A white, 3¼c; choice white, all hog, 3½c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Apr. 26, 1933.

Nitrate of soda producers advanced their prices \$1.00 per ton this week for all deliveries. This was due to the increased demand for nitrate of soda from the South.

Sellers of tankage and blood at New York raised their views this week and sales are reported at advancing prices. Western buyers were reported in this market.

Almost all fertilizer materials are firmer in price and while the demand is only fair, producers are marking the prices up in line with other commodities.

SOUTHWEST CATTLE SUPPLIES.

Movement of cattle from the Southwest this spring is expected to be about equal to the light movement of last spring, according to the U. S. Bureau of Agricultural Economics. About the same number of cattle and calves are expected to be moved from Texas as last spring, with a small decrease from New Mexico and Arizona. Last year 705,000 cattle and calves moved to markets and pastures from these three states compared with 673,000 in 1931, 817,000 in 1930 and 852,000 in 1929. The five-year average movement was 873,000 head. In the spring of 1925, 1,094,000 head moved out. Texas and Arizona are reported to have a few more cattle on feed than a year ago. Texas range feed prospects are good, New Mexico ranges are only fair, and Arizona ranges are fair to good. Financial conditions are not expected to force liquidation or result in heavy shipment this spring.

INEDIBLE OIL IMPORTS.

Quantities and values of inedible oils imported into the United States during March, 1933, were as follows, according to the U. S. Department of Commerce: Whale oil, 20,833 gallons, value, \$6,689; cod oil, 227,204 gallons, value, \$41,720; cod liver oil, 310,337 gallons, value, \$133,570; other fish oils, 7,528 gallons, value, \$3,663; tankage, 1,453 tons, value, \$24,333; wool grease, 366,072 lbs., value, \$7,785; stearic acid, 449,964 lbs., value, \$21,284.

By-Products Markets

Blood.

Chicago, April 27, 1933.

Producers holding firmly for \$2.25. Sales reported at \$2.00.

	Unit	Ammonia.
Ground and unground.....	.....	\$2.00@2.25

Digester Feed Tankage Materials.

Market strong. Offerings limited.

	Unit	Ammonia.
Unground, 10 to 12% ammonia..	.....	@2.75 & 10c
Unground, 8 to 10% ammonia...	.....	2.75@3.00 & 10c
Liquid stick .....	.....	@1.25

Dry Rendered Tankage.

Market up 5c. Offerings continue limited.

Hard pressed and exp. unground per unit protein .....	.....	\$.60@ .65
Soft grad. pork, ac. grease & quality, ton .....	.....	@25.00
Soft grad. beef, ac. grease & quality, ton .....	.....	@19.00

Packinghouse Feeds.

Demand continues good. Prices stronger.

	Per ton.
Digester tankage meat meal.....	@35.00
Meat and bone scraps 50%.....	@35.00
Steam bone meal, special feeding per ton	@32.50
Raw bone meal for feeding.....	@32.50

Fertilizer Materials.

Sales continue fairly good. Market up about 30c.

High grad. ground, 10@12% am..	@\$1.50 & 10c
Low grad. and ungr., 6-10% am..	1.50 & 10c
Bone tankage, ungrd., low gd., per ton	@20.00
Hoof meal	@1.25

Gelatin and Glue Stocks.

Trading continues very light. Prices largely nominal.

	Per ton.
Kip stock	\$10.00@12.00
Calf stock	12.00@15.00
Sinews, pizzles	@10.00
Horn tips	16.00@17.00
Cattle jaws, skulls and knuckles...	@18.00
Hide trimmings (new style).....	4.00@ 6.00
Hide trimmings (old style).....	6.00@ 8.00
Pig skin scraps and trim, per lb..	@2½c

Bone Meals (Fertilizer Grades).

Market showing a little better tone. Prices unchanged.

Steam, ground, 3 & 50.....	\$19.00@20.00
Steam, unground, 3 & 50.....	17.00@18.00

Horns, Bones and Hoofs.

Offerings of packer bones limited. Prices largely nominal.

	Per ton.
Horns, according to grade.....	\$30.00@150.00
Mfg. shin bones.....	65.00@110.00
Cattle hoofs	@ 11.00
Junk bones	@12.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Market continues dull. Prices largely nominal.

Summer coil and field dried.....	¼@ ¾c
Winter coil dried.....	¼@ 1c
Processed, black winter, per lb.....	¾@ 4c
Processed, grey, winter, per lb.....	¾@ 2½c
Cattle, switches, each.....	1 @ 1¼c

*According to count.

LARD AND GREASE EXPORTS.

Exports of lard from New York City Apr. 1, 1933, to Apr. 26, 1933, totaled 14,621,118 lbs.; tallow, 242,800 lbs.; greases, 76,000 lbs.; stearine, 228,400 lbs.

STATE MARGARINE LEGISLATION.

Only four states—Colorado, Kansas, Minnesota and Oregon—had enacted new margarine laws up to April 15 of this year.

The Colorado law imposes a tax of 10c lb. on oleomargarine, but exempts from tax product made of domestic fats and oils. Kansas passed a similar law. The Minnesota law imposes a tax of 10c lb. on margarine, but exempts from tax product made from domestic fats and oils, 65 per cent of which must be animal fats and oils. The Oregon law taxes all margarine 4c lb.

Up to April 15 of this year there had been bills introduced in the legislature of 19 states—Arizona, Arkansas, California, Colorado, Illinois, Indiana, Kansas, Minnesota, Missouri, Montana, Nevada, New Mexico, New York, North Carolina, Oregon, Tennessee, Texas, Utah and Washington—taxing all margarine. The tax proposed in each case varied from 1c to 10c lb. In numerous instances license fees for manufacturers, wholesalers and retailers were proposed.

The idea seems to be growing that margarine made from domestic fats and oils, or containing a large percentage of these materials, should be tax exempt. Bills to this effect, and in most cases proposing a tax on margarine made from imported fats and oils, were introduced in legislatures of Illinois, Indiana, Iowa, Michigan, Missouri, Oklahoma, Texas, West Virginia, Colorado, Kansas and Minnesota. The bills introduced in the legislatures of the last-named four states would require the use of more or less animal fats and oils in the manufacture of margarine.

A bill taxing margarine containing vegetable oil was introduced in the Iowa legislature, and bills to prohibit the manufacture and sale of margarine in the legislatures of Minnesota and Missouri.

Use of margarine or butter substitutes in state institutions in Kansas would have been prohibited had Senate Bill 592 been enacted into law. Bills proposing various kinds of margarine legislation, other than a tax, were introduced in the legislatures of California, Colorado, Connecticut, Georgia, North Dakota, Tennessee, Utah and Washington.

No further margarine legislation will be enacted this year in Arizona, Arkansas, Georgia, Idaho, Indiana, Kansas, Louisiana, Maine, Maryland, Montana, Nevada, New Mexico, New York, North Dakota, Oregon, South Dakota, Utah, Vermont, Washington and West Virginia, the legislatures of these states having adjourned.

The following bills have been killed or otherwise disposed of in legislatures still in session, including: Illinois, Senate, 543; Iowa, House 457; Minnesota, Senate 65, Senate 648, Senate 413 and House 459; Missouri, House, 273; North Carolina, House 928, House 1118; Oklahoma, Senate 325; Tennessee, House 769 and House 846.

Margarine bills are still pending in the legislatures of California, Colorado, Connecticut, Illinois, Iowa, Michigan, Minnesota, Missouri, Tennessee and Texas.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Apr. 26, 1933.

Cottonseed meal market was quiet today, with prices slightly lower. Market was down on an average of about 25c a ton. There was no aggressive selling, and buyers appeared to be willing to take up contracts whenever any concession was made in price. The hesitation in the advance at this level appears to be normal, with the trade at large adapting itself to the new basis of prices. Market closed quiet.

Cotton seed market was also quiet, with bid prices being reduced 25¢/50c per ton. The market was inactive, and trading was light.

OIL FREIGHT RATES LOWERED.

The New York public service commission has approved lower freight rates on the following oils shipped on the Long Island railroad: coconut, cottonseed, corn, palm, palm kernel, peanut, soya bean; also sunflower seed, carload or tank car quantities. The rate from Long Island City to Corona is 9½c per cwt.; from Blissville Docks to Corona, 9½c per cwt., and from Bay Ridge to Corona and Long Island City, 11½c per cwt. The new rates are effective May 8, 1933.

COTTON MEAL AS FERTILIZER.

Cottonseed meal accounted for about one-fifth of the fertilizer used in the United States for the 1931-32 season, or 506,765 short tons, compared with 259,548 tons in the preceding season, according to the U. S. Department of Agriculture. This cottonseed meal was used by farmers and fertilizer manufacturers, although the amount used by manufacturers has been decreasing.

MARCH MARGARINE EXPORTS.

Exports of oleomargarine from the United States during March, 1933, totaled 29,520 lbs., according to the U. S. Department of Agriculture, compared with 95,320 lbs. during the same month last year. Exports for the first three months of 1933 have been 78,984 lbs., compared with 181,556 lbs. during the same period of 1932.

KY. MARGARINE TAX ENJOINED.

The federal court at Louisville, Ky., has enjoined collection of a 10c per lb. state tax on oleomargarine. Provision for the tax was made in an act passed by the Kentucky legislature in 1932. The bill was enacted for the ostensible benefit of the dairying industry of the state.

COCOANUT OIL IMPORTS.

Imports of coconut oil into the United States during March, 1933, totaled 29,651,497 lbs., valued at \$849,259, according to the U. S. Department of Commerce. Copra imports during the same month were 29,703,498 lbs., valued at \$493,132.

COTTON OIL TRADING.

COTTONSEED OIL—Consumer demand was fair, and the market strong, as store stocks at New York continued moderate. Upturn in futures was helpful. Southeast and Valley crude were 3½c bid; Texas, 3¾c bid, new highs for the move.

Market transactions at New York:

Friday, April 21, 1933.

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot			425 a	Bid
April			425 a	Bid
May			430 a	445
June			435 a	450
July	11	465	458	455 a 458
Aug.				460 a 475
Sept.	3	475	471	471 a
Oct.	9	485	485	473 a 482
Nov.	4	490	486	478 a 488

Sales, including switches, 32 contracts. Southeast crude, 105 under May bid.

Saturday, April 22, 1933.

Spot	425 a	Bid
April	425 a	Bid
May	430 a	445
June	435 a	450
July	455 a	465
Aug.	460 a	475
Sept.	1	467 467 475 a 480
Oct.		478 a 490
Nov.		488 a 491

Sales, including switches, 1 contract. Southeast crude, 105 under May bid.

Monday, April 24, 1933.

Spot	450 a	Bid
April	450 a	Bid
May	7	458 450 455 a 458
June		455 a 470
July	1	470 470 470 a 478
Aug.		475 a 490
Sept.	17	493 485 490 a 494
Oct.	6	495 495 492 a 498
Nov.	10	497 495 495 a 500

Sales, including switches, 43 contracts. Southeast crude, 105 under May bid.

Tuesday, April 25, 1933.

Spot	440 a	Bid
April	440 a	Bid
May	9	452 449 445 a 455
June		450 a 465
July		468 a 475
Aug.		472 a 486
Sept.	8	489 486 486 a 490
Oct.		488 a 496
Nov.		492 a 499

Sales, including switches, 17 contracts. Southeast crude, 95 under May bid.

Wednesday, April 26, 1933.

Spot	450 a	Bid
April		a
May		450 a 460
June		455 a 470
July		471 a 472
Aug.		474 a 485
Sept.	13	490 488 487 a 489
Oct.	17	492 492 489 a 494
Nov.	3	497 497 494 a 498

Sales, including switches, 36 contracts. Southeast crude, 100 under May bid.

Thursday, April 27, 1933.

Spot	450 a	....
May	454	453 453 a 463
July	475	470 471 a 473
Sept.	492	490 488 a 492
Oct.		490 a 496

See page 30 for later markets.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Fair—Market Firm—Crude Strong—Cash Trade Routine—Outside Strength Helpful—Weather South Unfavorable—Inflation Still Cutting Some Figure.

Operations in cotton oil were on a fair scale, the market ruled firm the past week, and prices moved irregularly higher. All positions made new highs for the present move, and all months established new highs for the season, except May. The nearby delivery was up 88 points from the season's low, while later months showed gains of $\frac{3}{4}$ @1c lb. from the inside figures of the season.

Commission house trade was mixed. Local factors and interests with western and southern connections were on both sides most of the time. Outside interest broadened, absorbing profit taking, but again buying was traceable largely to the strength in outside markets. Unfavorable weather for the new crop start in the South was attracting more attention, and it was quite evident that the inflation gossip from Washington continued to cut considerable figure.

Crude Active and Higher.

A prominent feature was the fact that pressure was all realizing. There was little or no hedge pressure on the market. This created the impression that those carrying large visible stocks were still friendly towards improved price levels. The speculative element were a little more cautious owing to the good sized upturns from the low point. Sentiment was rather friendly in the main, and buying power developed readily with any show of renewed strength in allied markets. Betterment in lard was particularly encouraging to those working on the constructive side, but operators, in the main, were inclined to the belief that the administration would continue to work for higher commodity prices as an effectual check to the depression.

Crude markets were moderately ac-

tive and tight. In the Southeast and Valley sales were reported up to $3\frac{1}{2}$ c, with sellers in some cases holding for $3\frac{3}{4}$ c. In Texas market advanced to $3\frac{3}{4}$ c bid, with sellers holding for $3\frac{1}{2}$ c. A routine cash demand was reported, but indications were that the latter was of a rather good volume as a whole.

Cash lard trade was reported satisfactory, and a firming in the hog market to 4.15c top, with a reaction of 10c from that level, was a helpful influence. The rise in cotton stimulated southern interest in oil to some extent, and it was quite apparent that the new crop situation was gradually developing into a factor of importance.

Boll weevil emergence to date continues to be the lowest ever recorded at the Texas A. & M. college except for 1930. Out of a total of 5,000 weevils installed in cages last fall, only 7, or 0.14 per cent have emerged at the present time. In the warmer parts of the state, boll weevils are beginning to appear in cotton fields located in wooded sections. Weekly weather report said planting is decidedly backward, with continued poor progress reported generally over the cotton belt.

COCOANUT OIL—Market advanced for a time under some consumer demand

and with strength in allied markets, but buyers refused to follow the upturn. At New York, tanks were quoted $3\frac{3}{4}$ c asked; bulk oil, $3\frac{1}{4}$ c. At the Pacific Coast, market was firm, with demand fair. Tanks were quoted at 3c.

CORN OIL—Improvement in demand and strength in cotton oil made for a stronger situation in corn oil. The latter advanced to $3\frac{3}{4}$ c sales Chicago, with sales reported as high as 4c at outside points. The undertone was strong at the best levels of the move.

SOYA BEAN OIL—Market was quiet but was firm and was nominally quoted at $3\frac{3}{4}$ @ $3\frac{3}{4}$ c tanks f.o.b. mills.

PALM OIL—Gyrations in exchange created difficulty in operating in this market. A scarcity of offerings from first hands featured the market throughout the week. Consumer interest was in evidence, inspired partly by the advancing attitude in competing markets. Bids sent abroad, however, failed to bring back counter offers. Bids were in the market for Sumatra oil at $2\frac{3}{4}$ c, with sellers holding for 2.85c. Spot Nigre, New York, was quoted nominally at $3\frac{1}{2}$ c; shipment Nigre, 2.90c; $12\frac{1}{2}$ per cent acid bulk, 2.80c; 20 per cent, 2.75c; 40 per cent, 2.70c.

PALM KERNEL OIL—Trade was slow, but the market was firmer and nominally quoted at $3\frac{1}{2}$ c c.i.f. New York.

OLIVE OIL FOOTS—A fairly steady consumer demand made for strength in this market, while erratic exchange developments had some influence. At New York, spot foots were quoted at $5\frac{1}{2}$ @ $5\frac{1}{4}$ c; shipment, $4\frac{1}{2}$ @ $4\frac{1}{4}$ c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Little was heard from this market, but nominally prices were firmer, aided by the upturn in cotton oil. Prices were quoted $3\frac{1}{2}$ @ $3\frac{3}{4}$ c f.o.b. southern mills.

HULL OIL MARKETS.

Hull, England, Apr. 26, 1933.—(By Cable.)—Refined cottonseed oil, 19s; Egyptian crude cottonseed oil, 16s 6d.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Apr. 27, 1933.—Cottonseed oil is considerably stronger this week. Crude advanced to $3\frac{1}{2}$ c lb. for Valley and the same price was paid for best locations in Texas. Mills generally are holding for 4c lb. all directions, and are well sold up for the present. Sentiment is much more friendly to cotton oil.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Apr. 27, 1933.—Crude cottonseed oil, $3\frac{1}{2}$ c lb.; forty-one per cent protein cottonseed meal, \$16.00; loose cottonseed hulls, nominal.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were easier the latter part of the week on freer hog movement, lower outside markets, hedge selling, profit taking and less aggressive support.

Cottonseed Oil.

Cotton oil was slightly easier with outside markets. Trade was mixed. Weather in the South is more favorable. Crude firm; Southeast and Valley, 3½c lb., bid; Texas, 3½c lb., bid. Cash trade is moderate.

Quotations on bleachable cottonseed oil at New York Friday noon were:

May, 4.45@4.55; June, \$4.50@4.65; July, \$4.65@4.70; Aug., \$4.70@4.85; Sept., \$4.82@4.88; Oct., \$4.85@4.90; Nov., \$4.88@4.95; Dec. \$4.95@5.02.

Tallow.

Tallow, extra, 3½@3¼c.

Stearine.

Stearine, 4¼@5c.

Friday's Lard Markets.

New York, April 28, 1933. — Lard, prime western, \$5.65@5.75; middle western, \$5.55@5.65; city, 5¼@5½c; refined Continent, 5½c; South America, 6½c; Brazil kegs, 6½c; compound, 6¼c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Apr. 27, 1933.—Quotations are higher than last week for spot lard; balance of contracts 6d higher. A. C. hams 1s up. General provision market firmer, owing to news from this side. Picnics very poor; hams very good; lard fair.

Friday's prices were as follows: Hams, American cut, 73s; hams, long cut, 69s; Liverpool shoulders, square, none; picnics, 50s; short backs, none; bellies, clear, 50s; Canadian, 57s; Cumberlands, none; Wiltshires, 60s; spot lard, 42s 9d.

LARD IN VENEZUELA.

Consumption of "hog" lard in Venezuela is estimated by lard importers and dealers to average between 13,250,000 and 17,500,000 lbs. per year. Of these totals, imports average around 9,000,000 lbs. annually of which a large percentage comes from the United States. Netherlands is the only important competitor this country has in the Venezuelan lard trade. There are about 70 lard importers in the country of which 30 are located in Caracas. These import houses sell to the small retailers and in some cases to the consumer trade. It is estimated that domestic production of lard has shown considerable increase in recent years, principally on farms and ranches, although there is a modern plant in Maracay equipped for fairly large scale production. At present American lard is reported to retail in the Caracas market at 12½c per pound against about 11.2c for lard from the Maracay

plant and about 10½c per pound for the "cillo" lard produced on the farms and ranches.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to April 27, 1933, show exports from that country were as follows: To the United Kingdom, 172,926 quarters; to the Continent, 6,638. Exports the previous week were: To England, 67,690 quarters; to Continent, 16,420.

The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallow, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

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HIDE PRICE DIFFERENTIALS.

The Adjustment Committee of the New York Hide Exchange, on April 25, 1933, fixed the following price differentials between basis, premium and discount grades of hides which may be delivered against Exchange contracts. These are effective April 26, 1933, to prevail until further notice.

The following differentials are based on hides taken off in the United States and Canada in non-discount months of July, August and September, and on hides taken off in the Argentina in non-discount months of December, January and February.

	Cents per lb.
FRIGORIFICO.	
Steers .....	.25 premium
Light steers .....	.25 premium
Cows .....	.55 premium
Ex. Lt. cows and steers .....	.10 discount

PACKER.	
Heavy native steers	No differential
Ex. Lt. native steers	No differential
Heavy native cows .....	.55 discount
Light native cows	Basis
Heavy butt Br. steers	No differential
Heavy Colorado steers .....	.55 discount
Heavy Texas steers	No differential
Light Texas steers .....	.55 discount
Ex. Lt. Texas steers .....	.55 discount
Branded cows .....	.55 discount

PACKER TYPE.	
Native cows and steers .....	.55 discount
Branded cows and steers .....	.10 discount

PACIFIC COAST.	
Steers (native and branded) .....	.25 discount
Cows (native and branded) .....	.55 discount

Differentials on Frigorifico hides are based on delivery from dock or warehouse, duty paid.

HIDE STOCKS LOW.

Absorption of hides by the tanning industry during 1932 and 1933 exceeded domestic production to an extent that raw hide stocks at the end of February, 1933, were 13.1 per cent below the corresponding period of a year ago. This was accompanied by a reduction in stocks of finished cattle hide leather, which at the end of February, 1933, was about 6 per cent less than the same time in 1932.

Figures compiled by the New York Hide Exchange show that while total leather consumption has declined 8½ per cent during the first two months of 1933, compared with the same period in 1932, it has held up exceptionally well in the shoe industry, which consumes approximately 85 per cent of all cattle hide leather. Shoe production for the first two months of 1933 was 3.8 per cent ahead of a similar period of 1932.

The Exchange further points out that a continued reduction in the visible supply of hides and leather in the United States has taken place since November, 1930, when stocks totalled 16,553,000 hides against 14,983,000 at the end of February, 1933. The latter stocks were the lowest reported since September, 1929, when hides were selling at 17c, against the present level of 6½c.

URUGUAYAN BEEF TO SPAIN.

Under a reciprocity trade treaty signed February 1, Spain agrees to import 8,000 tons of Uruguayan frozen beef a year and 4,000 tons of dried or canned meat. This is in exchange for Uruguay permitting entry of Spanish olive oil, canned fish and wines at most-favored-nation rates. According to the report, Spain will also charge a minimum duty on Uruguayan cattle, wool, hides and skins.

Hide and Skin Markets

Chicago.

PACKER HIDES—The packer hide market continues very strong, with trading restricted only by lack of offerings. A further advance of a half-cent was paid this week, bringing native steers to an 8c basis. About 50,000 hides moved on that basis, mostly Apr. but a few Mar. included; however, further efforts to buy at that level have been unsuccessful. Packers are not inclined to offer hides, some of them being closely sold up. Demand continues strong.

At the close of last week, one packer moved or booked about 14,000 hides quietly, basis 7½c for native steers and light native cows and 7c for Colorados.

Packers' ideas were higher as the week opened and around mid-week all packers participated in the movement mentioned above of about 50,000 hides at a half-cent advance. In this last movement, native steers sold at 8c, and extreme native steers at 8c.

Butt branded steers sold at 8c, and Colorados 7½c. Heavy Texas steers scarce but quoted 8c, nom.; light Texas steers sold at 7½c, and extreme light Texas steers quotable 7½c.

A few heavy native cows sold at 7½c. Light native cows sold at 8c for northers, and a few River points at 8½c. Branded cows moved at 7½c.

About 2,000 Apr. native bulls sold at 7c, and another packer declined this price; branded bulls quotable 6½c, nom.

SMALL PACKER HIDES—Most local small packers are well cleaned up to end of April and market quoted nominally 7½c for native all-weights and 7c for branded, current take-off. However, one killer offering about 3,000 April production of outside plants on this basis. An Indiana packer reported a bid of 7c, selected, for 4,000 hides dating Jan. to date.

Later, another central Indiana packer sold 1,000 all-weights basis 7½c, selected, for natives, while this figure was declined in another direction.

In Pacific Coast markets, bids of 6c, flat, for steers and cows, f.o.b. shipping points, were declined mid-week. Later, bids of 6½c declined.

FOREIGN WET SALTED HIDES—South American market fairly active and higher. A pack of 4,000 frigorifico steers sold early at \$23.00 gold, equal to 7½c, c.i.f. New York, as against \$22.00 or 7½c paid late last week; 4,000 Uruguay Nationals sold early equal to 7½c. Later, sales to this country included 4,000 Rosarios at \$23.00 or 7½c; 2,000 LaBlancas at \$23.75 or 7½c; 8,000 Uruguay Nationals at \$29.00 or 7½c; and 5,000 Swift Uruguay steers equal to 8½c.

COUNTRY HIDES—Prices in the country market followed the advance in the packer market fairly closely. All-weights are quoted around 6c, selected, delivered Chicago; heavy steers and cows 5½c asked. Buff weights sold at 6c, as against 5½c late last week. Extremes sold late this week at 7½c, with earlier sales at 7c, and 6½c at end of last week. Bulls around 4c nom. All-weight branded about 5c, flat, less Chicago freight.

CALFSKINS—Trading opened up

slowly on calfskins, at sharply higher prices. Mid-week, one packer sold a car Mar. River point heavies, 9½/15-lb., at 11c; also car Apr. Milwaukee all-weights at 10c. Later 10,000 Apr. St. Pauls sold at 12½c for 9½-lb. up, and 10½c for under 9½-lb.

Market on Chicago city calfskins not yet defined; some 8/10-lb. offered at 10c, and 10/15-lb. at 11c. Other descriptions proportionately lower, in a purely nominal way, down to around 6½@7c for countries. About 3,000 Chicago city light calf and deacons sold at 65c.

KIPSKINS—One packer sold Mar. northern over-weight kips late this week at 9c.

Chicago city kipskins nominally around 9c, awaiting trading to establish this market; other descriptions proportionately lower, down to 6½@7c for countries, with prices purely nominal.

HORSEHIDES—Market firmer on horsehides but not advancing as rapidly as other descriptions. Good city renderers quoted \$2.50@2.75, some asking higher; mixed city and country lots \$2.00@2.35.

SHEEPSKINS—Dry pelts quoted around 7½c, delivered, for full wools. Last sales of packer shearings were at 40c for No. 1's, 30c for No. 2's, and 17½c for fresh clips, with some houses well sold up; none offered this week but killers report they could possibly get 10c more on each description; kill now running very light. Pickled skins are quoted around \$1.50@1.75 per doz. in a purely nominal way; nothing offered yet in the way of Spring lambs, production being very light. Outside small packer lamb pelts quoted at 65@70c.

New York.

PACKER HIDES—Market sharply higher and strong. One packer sold 7,000 Apr. hides early at 7½c for native and butt branded steers and 7c for Colorados. Later another packer sold Apr. hides basis 7½c for native and butt branded steers and 7½c for Colorados. Following the advance in the western market, bids of 8c were declined for natives and butts and 7½c for Colorados.

CALFSKINS—The eastern calfskin market was considerably excited this week, with buyers combing the market for offerings. Several cars packers' calf sold early at 90c for 5-7's, \$1.10 for 7-9's, and \$1.60 for 9-12's, these prices being sharply higher. Later, some collectors' 7-9's sold at \$1.05.

N. Y. HIDE EXCHANGE FUTURES.

Saturday, Apr. 22, 1933—Close: June 7.75@7.90; Sept. 8.25@8.30 sales; Dec. 8.85@9.00; Mar. 9.20@9.25; sales 38 lots. Market 5@20 points higher.

Monday, Apr. 24, 1933—Close: June 8.35 sale; Sept. 8.85 sale; Dec. 9.35b; Mar. 9.85@9.90; sales 115 lots. Market closed 50@65 points higher than Sat.

Tuesday, Apr. 25, 1933—Close: June 8.20@8.35; Sept. 8.80 sale; Dec. 9.35@9.40; Mar. 9.80b; sales 111 lots. Market closed unchanged to 15 points lower.

Wednesday, Apr. 26, 1933—Close: June 8.50@8.55; Sept. 8.95@8.98; Dec. 9.45@9.55; Mar. 9.80@9.85; sales 61

lots. Market closed unchanged to 30 points higher.

Thursday, Apr. 27, 1933—Close: June 8.45 sale; Sept. 8.89 sale; Dec. 9.36@9.40; Mar. 9.75b; sales 31 lots. Market closed 5@9 points lower.

Friday, Apr. 28, 1933—Close: June 8.30@8.45; Sept. 8.80@8.85; Dec. 9.39 sale; Mar. 9.80 sale; sales 48 lots. Market closed 5 points higher to 15 points lower.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended April 22, 1933, were 5,083,000 lbs.; previous week, 3,207,000 lbs.; same week last year, 2,839,000 lbs.; from January 1 to April 22 this year, 70,473,000 lbs.; same period a year ago, 61,711,000 lbs.

Shipments of hides from Chicago for the week ended April 22, 1933, were 5,533,000 lbs.; previous week, 3,780,000 lbs.; same week last year, 4,686,000 lbs.; from January 1 to April 22 this year, 71,476,000 lbs.; same period a year ago, 74,291,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended April 22, 1933:

Week ending.	New York.	Boston.	Phila.
Apr. 22, 1933.....	7,956	.....	.....
Apr. 15, 1933.....	30,689	.....	8,000
Apr. 8, 1933.....	8,986	.....	215
Apr. 1, 1933.....	5,836	.....	26
Apr. 23, 1932.....	146,406	2,976	32,047
Apr. 16, 1932.....	18,985	2,158	25,161
193,506	34,073	106,066	

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended April 28, 1933, with comparisons, are reported as follows:

Spr. nat.	PACKER HIDES.		Cor. week, 1932.
	Week ended Apr. 28.	Prev. week.	
strs.	8½@ 9n	7½@ 8n	5 @ 5½n
Hvy. nat. strs.	@ 8b	@ 7½	@ 4½
Hvy. Tex. strs.	@ 8n	@ 7½n	@ 4
Hvy. butt brand'd strs.	@ 8b	@ 7½n	@ 4
Hvy. Col. strs.	@ 7½b	@ 7	@ 3½
Ex-light Tex. strs.	@ 7½b	@ 7n	@ 3½
Brnd'd cows.	@ 7½b	@ 7n	@ 3½
Hvy. nat. cows	@ 7½b	@ 7n	@ 3½
Li. nat. cows 8	@ 8½b	7½@ 7½	@ 4½
Nat. bulls....	@ 7	@ 6n	@ 2½
Brnd'd bulls.	@ 6½n	@ 5½n	@ 2½
Calfskins ...10	@ 12½	8 @ 9½	4½@ 7
Kips, nat.	@ 10n	8½@ 9n	@ 5
Kips, ov-wt....	@ 9	7½@ 8n	@ 4½
Kips, brnd'd.	@ 8n	6½@ 7n	@ 4
Stunks, reg. 45	@ 60n	40 @ 45	@ 37½
Stunks, hris. 35	@ 40n	30 @ 35	25 @ 30.

Light native, butt branded and Colorado steers 1c per lb. less than heaviest.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@ 7½n	@ 7n	@ 4
Branded	@ 7n	@ 6½n	@ 3½
Nat. bulls....	@ 6½n	@ 6n	2½@ 2½n
Brnd'd bulls.	@ 6n	@ 5½n	@ 2½n
Calfskins ...10	@ 11ax	8 @ 10n	4½@ 4½n
Kips	@ 9n	8 @ 8½n	@ 4½n
Stunks, reg. 40	@ 50n	@ 40	30 @ 35n
Stunks, hris. 30	@ 35n	@ 27½	@ 20

COUNTRY HIDES.			
Hvy. strs....	@ 5½ax	4½@ 5n	@ 2½n
Hvy. cows....	@ 5½ax	4½@ 5n	@ 2½n
Extremes	@ 6	5½@ 5½	@ 3n
Bulls	@ 4n	6½@ 6½	3½@ 4n
Calfskins	6½@ 7	5 @ 6n	3½@ 3½
Kips	6½@ 7	5 @ 6n	3½@ 3½
Light calf.	@ 40n	25 @ 30n	20 @ 30n
Deacons	@ 40n	25 @ 30n	20 @ 30n
Stunks, reg.	@ 10n	@ 10n	@ 10n
Stunks, hris.	@ 5n	@ 5n	@ 5n
Horsehides	2.00@3.00	1.85@2.75	1.25@2.00

SHEEPSKINS.			
Pkr. lambs....	.....	.....	.....
Sm. pkr. ....	.....	.....	.....
lams ....65	@ 75	55 @ 65	50 @ 60
Pkr. shearings.40	@ 50n	@ 40	@ 25
Dry pelts....	@ 7½	@ 7½	6 @ 7

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Apr. 27, 1933.

CATTLE—Compared with close last week: Fed steers and yearlings, unevenly strong to 25c higher; undertone firm, mild advance being a creeping affair; selling side very bullish, evidently taking cue from upturn in speculative commodities; receipts exceeded expectations, equaling a week ago locally and exceeding last week's receipts at twelve large markets. Common and medium light steers sold very actively and shipper demand for weighty bullocks was broad, kinds scaling over 1,500 lbs. showing maximum upturn. Extreme top yearlings, \$7.10, few above \$6.25; best 1,388-lb. bullocks, \$6.15; 1,510 lbs., \$5.75; 1,617 lbs., \$5.25. Light heifer and mixed yearlings were 25c higher, butcher heifers sharing advance; most cows, 10@15c higher; bulls, about 10c higher; vealers, 25@50c lower, bulk closing at \$4.00@4.75, with choice offerings \$5.00@5.25. It was largely a steer and yearling run. Highly finished yearlings were scarce. Crop included liberal supply of steers scaling 1,300 to 1,600 lbs., with numerous loads averaging 1,600 to 1,690 lbs. Several loads weighed better than 1,700 lbs.

HOGS—Compared with last Friday market mostly 10@20c higher; heavies and packing sows, 15@25c up; light lights and pigs, steady to 10c lower. Receipts increased. Shipments were light, but local demand was broad. Late top, \$4.05; bulk 180 to 240 lbs., \$3.90@4.00; 250 to 350 lbs., \$3.80@3.95; 140 to 170 lbs., \$3.50@3.90; pigs, \$3.00@3.50; packing sows, \$3.55@3.65.

SHEEP—Compared with close last week: Most classes, 25@50c higher, finished old crop lambs up more in instances. Curtailed local receipts and revived shipping demand were principal stimulants. No spring lambs arrived late. Several loads medium to good 61- to 71-lb. Californias, \$6.50 early in week. Today's bulks follow: Good to choice clipped lambs, \$5.25@5.65; woolskins averaging 80 to 95 lbs., \$5.75@6.15, latter price highest since early March; choice 88-lb. fall shorn lambs, \$5.90; shorn ewes, \$2.00@2.75.

Does it pay to save hog snouts? Do you compare them with tank value? Read "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Apr. 27, 1933.

CATTLE—Moderate receipts late in week stimulated demand for fed steers and yearlings, and closing values are mostly 15@25c higher than last Friday; spots, 25@40c higher on some of the inbetween grades scaling under 1,200 lbs. Choice 1,025-lb. yearlings scored \$6.60, while best 1,130-lb. weights made \$6.10. Several loads of good to choice yearlings sold at \$5.50@6.00, but bulk of the fed offerings cleared from \$4.00@5.25. Light mixed yearlings and fed heifers are strong to 25c higher; slaughter cows held fully steady. Bulls are steady to strong; vealers, steady to 50c lower, with bulk selling \$5.00 and down.

HOGS—A fairly active trade featured the hog market, and final values are 10@15c higher than last Friday. Choice 190-lb. weights reached \$3.85 on Wednesday, highest paid locally since March 27. Both packers and shippers were active buyers at the finish, with \$3.60@3.75 taking most of the good to choice 170- to 340-lb. weights. Demand for underweights was limited and 140- to 160-lb. descriptions had to sell from \$3.35@3.60. Packing sows are around 10c over late last week at \$3.10@3.35.

SHEEP—Unevenly higher prices prevailed on fat lambs as compared with last Friday. Fed lambs are 25@40c higher, while springers are 10@50c higher, with Arizonas showing most of the advances. Best fed woolled lambs reached \$5.60 on Thursday, with others at \$5.00@5.50. Choice shorn offerings brought \$5.40, while bulk cashed at \$4.75@5.35. Arizona springers sold up to \$6.60, while best natives stopped at \$6.25. Mature sheep held about steady, with most fat ewes selling from \$2.00@2.50.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Apr. 27, 1933.

CATTLE—Compared with last Friday: Steers closed the week steady to 25c higher; mixed yearlings and heifers, fully steady; cow stuff, strong; bulls, unchanged; vealers, 25c lower. Yearling steers scored a top of \$6.00 for the week, with matured steers up to \$5.50. Bulk of steer sales was \$4.25@5.00, with most good fleshed steers \$4.75@5.50. Top mixed yearlings brought

\$5.50; straight heifers, \$5.40; good and choice mixed yearlings and heifers, \$4.75@5.25; medium fleshed descriptions, mostly \$4.25@4.50. Bulk of beef cows went at \$2.50@3.00, with top \$3.75. Low cutters cleared largely at \$1.50@1.75. Top sausage bulls brought \$2.85 early, with closing top \$2.75. Vealers held at a top of \$4.75 throughout the four-day period.

HOGS—Porker values ruled steady to 10c higher for the period under review in the face of a 12 per cent increase in receipts. Top Thursday was \$3.90; bulk of 160- to 325-lb. weights, \$3.75@3.85; packing sows, \$3.25@3.50.

SHEEP—Fat lambs wound up steady to 25c higher, sheep holding steady. Woolled and clipped lambs topped at \$5.50, with bulk at \$5.00@5.25. Spring lambs bulked at \$6.25@7.00; a few, \$7.25. Mutton ewes cashed at \$2.00@2.75.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Apr. 27, 1933.

CATTLE—Receipts were liberal during week, but demand was somewhat improved. Market, although slow at times, carried a strong undertone. Current prices on most killing classes are fully steady to 25c higher than last week's close except vealers. These lost around 50c. Choice weighty steers, 1,470 lbs., sold at \$5.30; several loads yearlings and light steers, \$5.75@6.15, with one load at \$6.35. Choice selected vealers sold at \$5.50@6.00.

HOGS—Compared with Saturday, hog prices prevailing Thursday are 15@20c higher. Top Thursday, \$3.75; bulk, 160- to 350-lb. weights, \$3.55@3.70; 140 to 160 lbs., \$3.25@3.60; packing sows, \$3.25@3.40; stags, \$2.50@3.00.

SHEEP—General trend to prices on slaughter lambs since last Friday has been upward, although part of the advance was lost on Thursday of this week. In a general way, net advance on lambs figures 25@40c, with matured sheep strong to 25c higher. Thursday's bulk fed woolled lambs, \$5.50@5.65; top, \$5.75; fed clipped lambs, mostly \$5.25; top, \$5.35. California spring lambs cashed at \$6.25; top on native lambs, \$6.35; good and choice shorn ewes, \$1.75@2.25; most shearing lambs, \$5.25@5.50.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Apr. 27, 1933.

CATTLE—Choice beef steers and yearlings ruled stronger than last Friday, while others, especially steers with weight, finished easier. Choice medium weight beefs scored \$6.50, long yearlings sold up to \$6.25, and grain feds bulked at \$4.25@5.25. Fat she stock sold largely steady to weak, a load of choice yearling heifers made \$5.00, and beef cows cleared freely at \$2.50@3.00, with shelly low cutters down to \$1.50. Bulls firmed, and medium grades reached \$2.40 freely. Vealers were weak to 50c lower, and practical top stood at \$5.50.

HOGS—A broad local packer demand featured outlet for increased receipts, and prices worked higher. While price reaction developed on late rounds, net

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advance on butchers measured 5@10c over last Friday's levels; packing sows, mostly 25c up. Thursday's top held at \$3.75, while bulk of 160- to 290-lb. weights ranged \$3.60@3.70. Most 290- to 375-lb. butchers cleared \$3.50@3.60, while packing sows moved at \$3.25@3.50.

SHEEP—Determined buyer resistance late partially minimized early gains, but choice fed woolled lambs netted fully 25@40c gains over last Friday. Late bulk of fed woolled offerings cashed around \$5.50@5.65. Most clipped offerings turned at \$5.25@5.50, with strictly choice light weight quotable slightly higher. Aged sheep remained scarce and little changed, and choice shorn fat ewes were eligible around \$2.25 down.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Apr. 26, 1933.

CATTLE—Trade in slaughter steers, yearlings and she stock has been moderately active and fully steady to strong so far this week. A few better medium weight and light weight steers and yearlings sold at \$5.00@5.50; bulk, \$4.00@4.75; common kinds, down to \$3.50 and below; most butcher heifers, \$3.00@4.00; better yearlings, \$4.50@5.00; beef cows, \$2.25@3.00 or above; cutters, \$1.50@2.00; medium grade bulls, \$2.25@2.50; better vealers, \$3.50@4.50.

HOGS—Hog prices are unevenly and sharply higher than a week ago, better 160 to 250 lbs. selling today at \$3.65@3.80; better 250 to 350 lbs., \$3.45@3.65; packing sows, \$3.25@3.40; pigs, \$3.25@3.50 or better; light lights, \$3.50@3.80.

SHEEP—Desirable slaughter lambs sold during the forepart of this week at \$5.00@5.40; plainer grades, downward to \$4.00 and below. Slaughter ewes sold mostly at \$1.50@2.50.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Apr. 27, 1933.

CATTLE—Week's fat cattle market was very uneven, closing steady to weak on steers and long yearlings, with light yearlings 10@15c and extremes 25c lower. Inbetween grade yearlings show most loss. Cows have been active and strong, finishing today strong to 10c higher than last week's close. Bulls and calves are unchanged; vealers, 50c lower. Best steers for the week brought \$5.75@6.00; 1,400-lb. steers, \$5.20; 1,500 lbs., \$4.80; bulk steers and yearlings, \$4.40@5.25; top straight heifers, \$5.00, averaging 675 lbs.; bulk light yearlings and heifers, \$3.75@4.85; top cows, \$3.50; bulk beef cows, \$2.50@3.25; cutter grades, \$1.75@2.40; bulls, \$2.25@2.40; top vealers, \$5.00.

HOGS—The sharp advance made late

last week not only was fully maintained but some further gain occurred. Current prices on butcher hogs show a 10@15c rise over Friday and 35@40c over the day before; sows, 15@20c higher. Top hogs today brought \$3.80; bulk all weight butchers, \$3.70@3.75; heaviest hogs, 325 to 350 lbs., \$3.65; sows, mostly \$3.10@3.25; top light sows, \$3.35.

SHEEP—Market yesterday reached the highest basis on old crop lambs since mid-January; top, woolskins, \$5.85; bulk, \$5.25@5.60; clips, \$5.25@5.35, a 25@50c advance over the close of the week before. Market was very slow and not fully established today; inbetween grade woolskins, \$5.50; shearing lambs, \$5.25, or about 10c under yesterday, quality considered. Choice woolskins are held at \$5.75. Week's shipments of Arizona springers brought \$6.00@6.15, and California springers \$5.50@5.75.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Apr. 27, 1933.

Receipts of hogs at 25 concentration points and 7 packing plants in Iowa and Minnesota increased seasonally the past week. Fall hogs arrived in increased volume, making up approximately 50 per cent of the run. Demand was broad, however, and prices gradually improved, current quotations being strong to 10c higher than late last week. Late bulk of 180- to 260-lb. weights, \$3.40@3.70; 270- to 310-lb. averages, \$3.25@3.60; most packing sows, \$2.90@3.20.

Receipts of hogs unloaded daily at these 25 concentration yards and 7 packing plants for week ended April 20 were as follows:

	This week.	Last week.
Friday, April 21.....	18,000	23,100
Saturday, April 22.....	27,000	23,600
Monday, April 24.....	57,400	53,800
Tuesday, April 25.....	13,400	12,200
Wednesday, April 26.....	31,100	19,200
Thursday, April 27.....	28,300	18,700

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Apr. 21, 1933, as reported to THE NATIONAL PROVISIONER:

	Week ended April 21.	Prev. week.	Cor. week, 1932.
Chicago.....	109,855	95,306	109,228
Kansas City, Kan.....	59,002	59,831	61,903
Omaha.....	41,393	45,324	51,258
St. Louis & East St. Louis.....	63,516	65,404	65,790
Sioux City.....	31,715	30,332	21,768
St. Paul.....	30,162	34,082	37,951
St. Joseph.....	18,900	19,343	17,957
New York & J. C.....	40,141	48,476	34,795
Total.....	401,044	393,118	400,648

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week April 20, 1933:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended April 20.	Prev. week.	Same week, 1932.
Toronto.....	\$ 5.50	\$ 5.10	\$ 7.00
Montreal.....	5.00	4.75	6.15
Winnipeg.....	4.50	4.00	6.00
Calgary.....	3.50	3.50	5.25
Edmonton.....	4.25	4.00	5.00
Prince Albert.....	3.00	3.00	4.25
Moose Jaw.....	3.75	3.25	5.00
Saskatoon.....	3.50	3.40	5.00

VEAL CALVES.

	Week ended April 20.	Prev. week.	Same week, 1932.
Toronto.....	\$ 6.50	\$ 8.00	\$ 8.00
Montreal.....	6.00	5.50	6.00
Winnipeg.....	5.00	5.00	5.50
Calgary.....	4.50	4.50	5.25
Edmonton.....	5.00	5.00	5.50
Prince Albert.....	5.50	5.00	5.00
Moose Jaw.....	5.50	5.00	5.00
Saskatoon.....	5.50	4.00	5.00

SELECT BACON HOGS.

	Week ended April 20.	Prev. week.	Same week, 1932.
Toronto.....	\$ 5.85	\$ 6.00	\$ 5.10
Montreal.....	5.75	5.10	5.50
Winnipeg.....	5.75	5.10	4.35
Calgary.....	5.25	4.90	4.00
Edmonton.....	5.35	4.85	3.90
Prince Albert.....	5.45	4.80	4.20
Moose Jaw.....	5.50	5.00	4.20
Saskatoon.....	5.45	4.95	4.20

GOOD LAMBS.

	Week ended April 20.	Prev. week.	Same week, 1932.
Toronto.....	\$ 8.00	\$ 8.00	\$ 8.00
Montreal.....	7.00	7.00	6.00
Winnipeg.....	7.50	6.75	6.75
Calgary.....	5.50	5.50	5.50
Edmonton.....	6.00	5.25	5.75
Prince Albert.....	5.50	5.00	5.00
Moose Jaw.....	5.50	5.00	5.00
Saskatoon.....	4.25	4.25	5.50

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended April 22, 1933:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended April 22.....	169,000	528,000	371,000
Previous week.....	165,000	489,000	374,000
1932.....	138,000	553,000	459,000
1931.....	194,000	549,000	471,000
1930.....	172,000	552,000	383,000
1929.....	218,000	805,000	356,000
1928.....	206,000	563,000	264,000

Hogs at 11 markets:

	Cattle.	Hogs.	Sheep.
Week ended April 22.....	130,000	347,000	248,000
Previous week.....	124,000	306,000	236,000
1932.....	124,000	375,000	261,000
1931.....	152,000	406,000	341,000
1930.....	129,000	422,000	276,000
1929.....	158,000	441,000	259,000
1928.....	146,000	414,000	190,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended April 22.....	130,000	347,000	248,000
Previous week.....	124,000	306,000	236,000
1932.....	124,000	375,000	261,000
1931.....	152,000	406,000	341,000
1930.....	129,000	422,000	276,000
1929.....	158,000	441,000	259,000
1928.....	146,000	414,000	190,000

SOURCES OF LIVESTOCK.

During 1932 most of the cattle, calves, and sheep and lambs slaughtered in the United States were purchased through public stock yards, but only slightly more than half of the hogs, according to figures issued by the Department of Agriculture. For the entire year 82.14 per cent of the cattle, 75.37 per cent of the calves and 80.20 per cent of the sheep and lambs were purchased in public stock yards, while only 56.95 per cent of the hogs were purchased there. During January, 1933, 82.14 per cent of the cattle, 72.47 per cent of the calves, 77.06 per cent of the sheep and lambs and 49.83 per cent of hogs were bought at public yards.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 22, 1933, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,884	2,461	8,732
Swift & Co.	3,188	1,543	15,653
Morris & Co.	2,206	804	6,339
Wilson & Co.	3,877	3,091	5,487
Anglo-Amer. Prov. Co.	1,135	.....	.....
G. H. Hammond Co.	2,144	585	.....
Libby, McNeill & Libby	468	.....	.....
Shippers	12,238	6,565	21,577
Others	7,624	38,435	13,241

Brennan Pkg. Co., 5,630 hogs; Independent Pkg. Co., 595 hogs; Boyd, Lunham & Co., 239 hogs; Hygrade Food Prod. Corp., 5,544 hogs; Agar Pkg. Co., 2,900 hogs;

Total: 36,267 cattle, 8,214 calves, 68,792 hogs, 70,979 sheep.

Not including 856 cattle, 1,738 calves, 45,084 hogs and 15,293 sheep bought direct.

KANSAS CITY.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	2,639	3,501	3,994
Cudahy Pkg. Co.	2,431	2,506	8,277
Morris & Co.	2,090	2,261	3,261
Swift & Co.	2,503	9,686	7,243
Wilson & Co.	2,440	3,246	7,354
Independent Pkg. Co.	.....	303	.....
Jos. Baum Pkg. Co.	623	.....	15
Others	8,487	3,583	12,907
Total	18,290	25,284	43,051

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,827	14,423	6,740
Cudahy Pkg. Co.	4,471	9,286	11,064
Dold Pkg. Co.	788	6,918	.....
Morris & Co.	1,570	182	2,724
Swift & Co.	4,435	8,108	8,753
Others	.....	11,729	.....
Geo. Hoffman Pkg. Co., 200 cattle; Grt. Omaha Pkg. Co., 68 cattle; Omaha Pkg. Co., 43 cattle; J. Both & Sons, 44 cattle; So. Omaha Pkg. Co., 55 cattle; Eagle Pkg. Co., 13 cattle; Lincoln Pkg. Co., 313 cattle; Nagle Pkg. Co., 267 cattle; Sinclair Pkg. Co., 176 cattle; Wilson & Co., 260 cattle.			
Total	17,579	45,646	50,646

Not including 15,759 cattle and calves, 50,646 hogs, 29,281 sheep.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,194	520	9,475	18,250
Armour and Co.	2,750	553	8,335	8,522
Others	802	103	2,073	9,023
Total	5,746	1,176	19,883	35,795

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,918	1,402	10,671	3,512
Swift & Co.	2,134	3,208	7,942	2,683
Morris & Co.	920	1,289	7,152	758
Hunter Pkg. Co.	.....	.....	2,053	.....
Hell Pkg. Co.	.....	.....	2,503	.....
Krey Pkg. Co.	.....	.....	1,654	.....
Shippers	2,195	2,535	19,809	1,654
Others	3,111	315	15,993	1,135
Total	11,175	9,749	68,630	9,741

Not including 2,377 cattle, 2,720 calves, 44,174 hogs and 1,890 sheep bought direct.

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,795	110	13,086	2,968
Armour and Co.	3,132	110	13,063	3,293
Swift & Co.	2,342	99	7,554	8,823
Shippers	2,045	7	6,097	681
Others	154	13	68	.....
Total	10,466	339	39,808	10,695

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,179	297	7,428	491
Wilson & Co.	1,026	340	7,453	686
Others	98	64	390	.....
Total	2,303	701	15,241	1,177

Not including 43 cattle bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	795	307	5,305	3,661
Dold Pkg. Co.	585	82	3,728	.....
Wichita D. B. Co.	14	.....	.....	.....
Dunn-Ostertag	102	.....	.....	.....
Fred W. Dole & Sons	113	.....	.....	8
Sundowner Pkg. Co.	50	.....	104	.....
Total	1,659	399	9,072	3,669

Not including 4,314 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	833	131	1,777	16,135
Armour and Co.	654	136	1,974	20,425
Others	1,077	201	1,906	8,000
Total	2,564	468	5,657	44,560

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,008	3,555	9,234	2,627
Cudahy Pkg. Co.	322	1,240	.....	.....
Swift & Co.	4,861	5,319	14,139	1,987
United Pkg. Co.	1,527	135	.....	.....
Others	1,019	32	9,182	123
Total	10,737	10,281	32,552	4,737

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,987	9,414	8,351	468
Swift & Co., Balt.	.....	.....	173	.....
U. D. B. Co., N. Y.	52	.....	.....	.....
The Layton Co.	.....	.....	63	.....
B. Gunz & Co.	41	21	56	41
Armour & Co., Mil.	729	4,722	.....	.....
Armour & Co., Chi.	75	.....	.....	.....
N.Y.B.D.M. Co., N.Y.	40	.....	.....	.....
Shippers	247	21	76	.....
Others	327	281	110	125
Total	3,498	14,459	8,620	634

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
King & Co.	1,411	814	23,037	1,740
Armour and Co.	859	54	2,177	.....
Hilgemeyer Bros.	5	.....	912	.....
Brown Bros.	80	15	214	13
Stumpf Bros.	.....	.....	102	.....
Meier Pkg. Co.	108	5	233	.....
Schneider Pkg. Co.	11	.....	282	.....
Indiana Prov. Co.	40	28	104	.....
Maass-Hartman Co.	27	10	.....	8
Art Wabnitz	5	37	.....	57
Hoosier Abt. Co.	12	.....	.....	.....
Shippers	1,577	2,489	11,450	1,348
Others	517	133	196	148
Total	4,635	3,568	38,767	3,317

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	.....	.....	.....	171
Ideal Pkg. Co.	8	5	455	.....
E. Kahn's Sons Co.	1,076	589	6,288	1,404
Kroger G. & B. Co.	110	86	2,874	.....
J. Lohrey Pkg. Co.	2	.....	256	.....
H. H. Meyer Pkg. Co.	14	.....	4,596	.....
A. Sander Pkg. Co.	.....	.....	571	.....
J. Schiacter's Sons	188	246	.....	132
J. & F. Schroth Co.	11	.....	3,126	.....
John F. Stegner	162	298	.....	.....
Shippers	60	1,215	4,287	.....
Others	1,268	443	376	818
Total	2,906	2,882	22,799	2,020

Not including 656 cattle, 246 calves, 540 hogs and 1,973 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended April 22, 1933, with comparisons:

CATTLE.

	Week ended April 22, 1933.	Prev. week.	Cor. week, 1932.
Chicago	36,267	32,287	35,021
Kansas City	18,290	20,539	15,754
Omaha	17,579	15,480	18,089
East St. Louis	11,175	11,465	12,293
St. Joseph	5,746	6,318	6,195
Sioux City	10,466	9,941	8,334
Oklahoma City	2,303	2,457	3,070
Wichita	1,659	1,918	1,739
Denver	2,564	2,137	3,154
St. Paul	10,737	9,234	9,243
Milwaukee	3,498	2,809	2,783
Indianapolis	4,635	4,248	4,880
Cincinnati	2,906	2,491	2,906
Total	127,845	121,391	121,441

HOGS.

	Week ended April 22, 1933.	Prev. week.	Cor. week, 1932.
Chicago	68,792	55,324	60,978
Kansas City	25,284	24,617	24,742
Omaha	50,646	47,970	56,401
East St. Louis	68,630	59,878	70,581
St. Joseph	19,883	19,321	20,081
Sioux City	39,808	32,919	31,820
Oklahoma City	15,241	13,559	10,347
Wichita	9,072	9,591	10,764
Denver	5,657	6,978	11,854
St. Paul	32,552	27,946	46,763
Milwaukee	8,629	7,586	8,280
Indianapolis	38,767	35,077	38,278
Cincinnati	22,799	20,470	17,471
Total	406,330	361,836	428,180

SHEEP.

	Week ended April 22, 1933.	Prev. week.	Cor. week, 1932.
Chicago	70,979	58,656	45,305
Kansas City	43,051	34,014	27,241
Omaha	29,281	28,131	28,724
East St. Louis	9,741	14,932	12,804
St. Joseph	35,795	32,087	45,274
Sioux City	10,695	9,495	7,232
Oklahoma City	1,177	2,143	3,813
Wichita	3,669	5,309	4,355
Denver	44,560	55,884	41,627
St. Paul	4,737	11,523	5,759
Milwaukee	634	929	678
Indianapolis	3,317	2,653	2,127
Cincinnati	2,020	3,588	1,980
Total	295,651	257,544	226,447

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 17	15,114	1,278	30,886	16,712
Tues., April 18	7,113	2,877	21,490	12,212
Wed., April 19	8,901	1,582	18,182	15,967
Thurs., April 20	5,585	2,738	21,215	17,094
Fri., April 21	1,170	876	18,700	13,956
Sat., April 22	100	100	6,000	8,000
Total this week	37,983	9,751	118,482	78,077
Previous week	33,899	11,969	98,913	72,901
Year ago	35,969	13,562	123,307	75,405
Two years ago	47,911	15,190	141,258	98,705

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 17	3,881	161	1,009	5,731
Tues., April 18	2,335	97	423	4,235
Wed., April 19	3,202	.....	621	3,268
Thurs., April 20	1,730	.....	1,526	4,694
Fri., April 21	729	13	2,168	3,502
Sat., April 22	100	.....	200	500
Total this week	11,977	271	6,637	21,951
Previous week	9,360	112	7,727	20,148
Year ago	8,858	374	17,893	15,512
Two years ago	16,337	324	25,500	31,173

Total receipts for month and year to April 22, with comparisons:

	April 1933.	April 1932.	1933.	1932.
Cattle	104,073	114,124	525,918	612,379
Calves	32,009	36,413	123,593	160,197
Hogs	334,826	370,992	2,002,015	2,479,155
Sheep	234,100	247,480	1,232,963	1,297,904

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended April 22	\$4.85	\$3.70	\$2.25	\$3.50
Previous week	5.05	3.70	2.20	3.50
1932	6.80	3.80	2.20	3.50
1931	7.75	7.00	3.00	3.00
1930	11.85	10.10	6.35	9.10
1929	13.75	11.40	9.15	17.10
1928	12.85	9.65	9.15	16.85
Av. 1928-1932	\$10.50	\$8.40	\$5.95	\$11.75

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended April 22	26,000	100,800	56,100
Previous week	24,530	99,180	55,453
1932	27,111	105,414	69,599
1931	31,574	115,758	67,593
1930	23,500	95,544	68,497
1929	31,221	92,416	54,047
1928	32,706	97,565	39,591

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Apr. 27, 1933, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd.-ch.	\$3.50@ 3.75	\$3.10@ 3.80	\$3.25@ 3.80	\$3.25@ 3.80	\$3.50@ 3.80
Lt. wt. (160-180 lbs.) gd.-ch.	3.60@ 3.90	3.60@ 3.85	3.60@ 3.70	3.50@ 3.80	3.75@ 3.80
(180-200 lbs.) gd.-ch.	3.85@ 4.00	3.80@ 3.85	3.65@ 3.75	3.65@ 3.80	3.75@ 3.80
Med. wt. (200-220 lbs.) gd.-ch.	3.90@ 4.00	3.80@ 3.90	3.65@ 3.75	3.65@ 3.75	3.70@ 3.80
(220-250 lbs.) gd.-ch.	3.90@ 4.00	3.80@ 3.90	3.65@ 3.75	3.65@ 3.75	3.65@ 3.80
Hvy. wt. (250-280 lbs.) gd.-ch.	3.85@ 3.95	3.80@ 3.85	3.60@ 3.75	3.60@ 3.75	3.50@ 3.70
(280-350 lbs.) gd.-ch.	3.80@ 3.90	3.75@ 3.85	3.60@ 3.70	3.50@ 3.70	3.40@ 3.60
Pkg. sows (275-500 lbs.) med.-ch.	3.60@ 3.75	3.35@ 3.50	3.35@ 3.40	3.30@ 3.40	3.30@ 3.40
(350-425 lbs.) good	3.50@ 3.70	3.30@ 3.45	3.30@ 3.40	3.20@ 3.30	3.30@ 3.40
(525-550 lbs.) good	3.50@ 3.65	3.25@ 3.40	3.25@ 3.40	3.10@ 3.20	3.20@ 3.35
(275-550 lbs.) good	3.40@ 3.55	3.15@ 3.35	2.85@ 3.15	3.00@ 3.15	3.15@ 3.30
Sitr. pigs (100-130 lbs.) gd.-ch.	3.00@ 3.50	2.65@ 3.10	2.75@ 3.30	3.25@ 3.50	.....
Av. cost & wt. Thurs. (Pigs excl.)	3.92-254 lbs.	3.79-216 lbs.	3.67-267 lbs.	3.67-230 lbs.	.....

Slaughter Cattle and Calves:

STEERS (800-900 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	6.25@ 7.25	6.00@ 6.50	6.00@ 6.50	6.00@ 6.55	5.50@ 6.25
Good	5.25@ 6.25	5.00@ 6.00	5.00@ 6.00	5.15@ 6.00	4.75@ 5.50
Medium	4.50@ 5.25	4.50@ 5.00	4.25@ 5.00	4.25@ 5.15	4.00@ 4.75
Common	3.75@ 4.75	3.50@ 4.50	3.25@ 4.25	3.50@ 4.25	3.25@ 4.00

STEERS (900-1100 LBS.):

Choice	6.25@ 7.25	6.00@ 6.50	5.75@ 6.50	5.75@ 6.65	5.50@ 6.25
Good	5.25@ 6.25	5.00@ 6.00	4.75@ 6.00	5.00@ 6.00	4.50@ 5.50
Medium	4.50@ 5.25	4.50@ 5.00	4.00@ 5.00	4.25@ 5.15	4.00@ 4.75
Common	3.75@ 4.75	3.50@ 4.50	3.25@ 4.25	3.50@ 4.25	3.00@ 4.00

STEERS (1100-1300 LBS.):

Choice	5.75@ 6.75	5.25@ 6.50	5.25@ 6.25	5.15@ 6.35	5.25@ 6.25
Good	4.50@ 5.25	4.50@ 5.00	3.75@ 4.75	4.00@ 5.00	3.75@ 4.50
Medium	4.50@ 5.25	4.50@ 5.00	3.75@ 4.75	4.00@ 5.00	3.75@ 4.50

STEERS (1300-1500 LBS.):

Choice	5.50@ 6.25	5.25@ 5.75	4.50@ 5.75	4.75@ 5.75	4.50@ 5.50
Good	4.75@ 5.75	4.75@ 5.25	4.00@ 5.00	4.25@ 5.15	3.75@ 4.75

HEIFERS (550-850 LBS.):

Choice	5.00@ 5.75	5.00@ 5.50	4.75@ 5.50	4.85@ 5.50	4.75@ 5.25
Good	4.50@ 5.00	4.50@ 5.00	4.25@ 4.75	4.35@ 4.85	4.00@ 4.75
Medium	3.25@ 4.50	3.50@ 4.50	3.25@ 4.25	2.75@ 4.35	3.00@ 4.00
Common	4.50@ 5.50	.....	4.50@ 5.25	4.25@ 5.25	4.00@ 5.25

COWS:

Choice	3.25@ 4.50	.....	3.25@ 4.50	2.75@ 4.35	3.00@ 4.00
Good	3.00@ 3.75	3.00@ 3.50	2.85@ 3.25	2.75@ 3.15	2.75@ 3.00
Com-med.	2.50@ 3.00	2.50@ 3.00	2.50@ 2.85	2.35@ 2.75	2.00@ 2.75
Low cutter and cutter	1.75@ 2.50	1.25@ 2.50	1.75@ 2.50	1.50@ 2.35	1.50@ 2.25

BULLS (YRLS. EX. BEEF):

Good-choice	2.75@ 3.25	2.50@ 3.00	2.25@ 3.00	2.40@ 2.75	2.25@ 2.75
Cul-med.	2.50@ 3.10	2.00@ 2.75	2.25@ 2.65	1.75@ 2.50	2.00@ 2.50

YEALERS (MILK-FED):

Good-choice	4.25@ 5.50	3.50@ 4.75	4.50@ 6.00	4.00@ 6.00	3.50@ 4.50
Medium	3.50@ 4.25	2.50@ 3.50	3.50@ 4.50	2.50@ 4.00	2.50@ 3.50
Cul-med.	2.50@ 3.50	1.50@ 2.50	2.50@ 3.50	1.50@ 2.50	1.50@ 2.50

CALVES (250-500 LBS.):

Good-choice	3.00@ 3.75	4.50@ 5.25	3.50@ 4.50	4.00@ 5.00	3.00@ 4.00
Cul-med.	2.00@ 3.00	2.25@ 3.50	2.50@ 3.50	2.00@ 4.00	2.00@ 3.00

Slaughter Sheep and Lambs:

SPRING LAMBS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	6.50@ 7.00	6.50@ 7.25	6.00@ 6.50	6.00@ 6.50	.....
Good	6.00@ 6.50	5.50@ 6.50	5.75@ 6.25	5.50@ 6.25	.....
Medium	5.00@ 6.00	5.00@ 5.75	5.00@ 5.75	4.50@ 5.50	.....

LAMBS:

(90 lbs. down)—gd.-ch.	5.25@ 5.85	5.15@ 5.50	5.25@ 5.60	4.85@ 5.40	5.00@ 5.40
Com-med.	4.00@ 5.35	3.50@ 5.25	3.75@ 5.25	3.50@ 4.85	3.50@ 5.00
(90-98 lbs.) gd.-ch.	5.00@ 5.75	5.00@ 5.50	5.00@ 5.50	4.75@ 5.25	5.00@ 5.40
(98-110 lbs.) gd.-ch.	4.75@ 5.50	.....	4.75@ 5.00	.....	.....

YEARLING WETHERS:

(90-110 lbs.) gd.-ch.	4.00@ 4.65	4.00@ 4.50	3.50@ 4.00	4.00@ 4.50	3.50@ 4.00
Medium	3.00@ 4.00	3.00@ 4.00	3.00@ 3.50	3.25@ 4.00	2.75@ 3.50

EWES:

(90-120 lbs.) gd.-ch.	2.25@ 2.85	2.00@ 2.75	1.50@ 2.25	1.75@ 2.50	1.50@ 2.25
(120-150 lbs.) gd.-ch.	2.00@ 2.75	1.75@ 2.50	1.25@ 2.00	1.50@ 2.25	1.75@ 2.50
(All weights) com-med.	1.25@ 2.50	1.00@ 2.00	.75@ 1.50	1.00@ 1.75	1.75@ 2.50

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended April 27, 1933, with comparisons:

CATTLE.	Week ended, April 22, 1933.	Prev. week.	Cor. week, 1932.	CATTLE.	Week ended, April 22, 1933.	Prev. week.	Cor. week, 1932.
Chicago	24,885	23,462	26,150	Chicago	100,674	88,338	107,151
Kansas City	18,299	20,636	13,754	Kansas City	59,602	59,602	61,903
Omaha	17,243	13,967	17,671	Omaha	42,595	38,154	46,245
East St. Louis	15,194	17,434	13,481	East St. Louis	49,021	41,874	49,806
St. Joseph	6,127	7,273	6,248	St. Joseph	18,050	16,940	17,296
St. Paul	8,716	7,572	6,810	St. Paul	32,881	26,154	20,850
Wichita	1,998	2,331	2,100	Wichita	15,998	15,998	18,559
Fort Worth	.....	4,387	4,750	Fort Worth	.....	12,568	7,075
Philadelphia	1,505	1,557	1,530	Philadelphia	.....	.....	.....
Indianapolis	1,634	1,404	1,766	Indianapolis	.....	.....	.....
New York & Jersey City	6,385	7,543	7,001	New York & Jersey City	.....	.....	.....
Oklahoma City	3,047	3,374	3,669	Oklahoma City	.....	.....	.....
Cincinnati	3,310	2,442	3,513	Cincinnati	.....	.....	.....
Denver	2,305	2,021	2,235	Denver	.....	.....	.....
St. Paul	9,718	8,359	.....	St. Paul	.....	.....	.....
Milwaukee	3,100	2,581	.....	Milwaukee	.....	.....	.....
Total	123,475	125,977	110,616	Total	.....	.....	.....

HOGS.

Chicago	100,674	88,338	107,151	Chicago	100,674	88,338	107,151
Kansas City	59,602	59,602	61,903	Kansas City	59,602	59,602	61,903
Omaha	42,595	38,154	46,245	Omaha	42,595	38,154	46,245
East St. Louis	49,021	41,874	49,806	East St. Louis	49,021	41,874	49,806
St. Joseph	18,050	16,940	17,296	St. Joseph	18,050	16,940	17,296
St. Paul	32,881	26,154	20,850	St. Paul	32,881	26,154	20,850
Wichita	15,998	15,998	18,559	Wichita	15,998	15,998	18,559
Fort Worth	.....	12,568	7,075	Fort Worth	.....	12,568	7,075

Has your hog buyer read chapter 1 of "PORK PACKING" The National Provisioner's latest book. It may save you money.

RECEIPTS AT CENTERS

SATURDAY, APRIL 22, 1933.

	Cattle.	Hogs.	Sheep.
Chicago	100	6,000	3,000
Kansas City	200	800	700
Omaha	75	3,000	1,500
St. Louis	175	3,000	3,500
St. Joseph	50	1,000	1,000
St. Paul	200	2,000	1,000
Fort Worth	200	1,200	1,000
Milwaukee	100	200	500
Denver	.....	100	3,000
Louisville	100	400	100
Wichita	100	800	300
Indianapolis	100	2,000	100
Pittsburgh	.....	900	200
Cincinnati	200	1,400	.....
Buffalo	100	700	.....
Cleveland	100	200	.....
Nashville	100	200	100

MONDAY, APRIL 24, 1933.

Chicago	12,000	30,000	10,000
Kansas City	10,500	7,000	10,000
Omaha	6,000	9,000	9,000
St. Louis	3,000	17,000	2,500
St. Joseph	1,500	4,000	8,500
St. Paul	3,500	5,500	3,500
Fort Worth	3,500	5,500	2,500
Milwaukee	600	1,000	100
Denver	1,300	2,800	10,100
Louisville	600	2,000	100
Wichita	1,200	2,800	600
Indianapolis	600	7,000	300
Pittsburgh	400	3,000	1,500
Cincinnati	1,200	6,000	600
Buffalo	1,600	6,200	6,100
Cleveland	700	2,800	3,000
Nashville	200	1,400	500

TUESDAY, APRIL 25, 1933.

Chicago	8,000	25,000	15,000
Kansas City	6,000	5,000	12,000
Omaha	6,500	10,000	11,500
St. Louis	3,000	12,500	2,500
St. Joseph	2,200	5,000	7,500
St. Paul	4,000	7,500	3,500
Fort Worth	1,800	1,900	4,500
Milwaukee	700	1,800	400
Denver	600	1,800	7,000
Louisville	200	1,100	200
Wichita	1,700	2,400	200
Indianapolis	1,800	8,000	1,200
Pittsburgh	200	800	1,000
Cincinnati	400	3,500	600
Buffalo	200	700	200
Cleveland	300	1,900	2,000
Nashville	200	900	500

WEDNESDAY, APRIL 26, 1933.

Chicago	9,000	25,000	10,000
Kansas City	4,000	5,500	13,000
Omaha	7,000	11,000	8,500
St. Louis	2,200	9,500	2,500
St. Joseph	1,200	5,500	5,500
St. Paul	2,500	7,500	2,500
Fort Worth	2,100	8,000	2,000
Milwaukee	1,500	1,000	7,000
Denver	100	1,600	400
Louisville	400	2,800	8,500
Wichita	100	1,200	100
Indianapolis	1,200	7,000	600
Pittsburgh	.....	1,500	800
Cincinnati	500	5,500	1,000
Buffalo	200	1,000	1,000
Cleveland	300	1,500	1,000
Nashville	100	800	400

THURSDAY, APRIL 27, 1933.

Chicago	7,500	28,000	13,000
Kansas City	2,000	6,000	13,000
Omaha	4,500	12,000	12,000
St. Louis	2,000	12,500	1,500
St. Joseph	1,400	5,500	6,500
St. Paul	3,000	8,500	5,500
Fort Worth	2,600	7,500	1,500
Milwaukee	1,000	1,800	5,000
Denver	500	1,200	100
Louisville	800	8,000	9,500
Wichita	100	1,400	100
Indianapolis	600	3,000	400
Pittsburgh	700	7,000	1,0

Chicago Section

John J. Dupps, jr., vice president of the Cincinnati Butchers Supply Corp., Cincinnati, O., was in the city this week.

E. L. Jennings, old-time packinghouse operating man, is now with the Neuhoff Bros. Packing Co., Dallas, Tex.

H. L. McWilliams, sales manager of the Dold Packing Co., Omaha, Neb., transacted business in Chicago this week.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 19,484 cattle, 8,263 calves, 29,337 hogs, 20,249 sheep.

Sam Stretch, authority on sausage seasonings and exponent of quality sausage, visited in the offices of THE NATIONAL PROVISIONER this week.

Charles G. Glenn, Darling & Co., Chicago, well known in the hide trade, recently was transferred to the Buffalo, N. Y., plant of the company. He left April 22 to assume his new duties.

A number of packers and members of the allied trades were planning late in the week to attend the formal opening of the latest addition to the plant of the Val Decker Packing Co., Piqua, O., on Sunday, April 30, and the meat show to be held at the plant at that time.

Provision shipments from Chicago for the week ended April 22, 1933, for comparisons, were as follows:

	Week Apr. 22,	Previous week	Same week '32.
Cured meats, lbs.	16,331,000	15,013,000	14,599,000
Fresh meats, lbs.	38,724,000	29,599,000	38,886,000
Lard, lbs.	5,297,000	4,343,000	4,334,000

A. E. Miles, president of the Miles Packing Co., Cape Girardeau, Mo., who has been at the Illinois Central hospital, Chicago, for a period of observation, returned to his home this week much benefited by the visit.

Frankfurter and hamburger sandwiches will be dispensed from 75 modernistic stands, finished in apple green and chromium plate, at the Century of Progress this summer. It is reported these concessions will serve meat products of Swift & Company exclusively.

Stock Yards Bowling League, composed of clubs of individuals identified with meat packing and allied industries, held its annual meeting on the evening of April 20 at the Stock Yards Inn. Joe Adler, of Sig. Adler & Co., hide dealers, a member of the Hala (hide and leather) Club, was elected president.

ON THE JOB 50 YEARS.

To serve the meat packing industry for 52 years is an unusual record. But to spend the very large proportion of this time with one meat packing firm is a distinction attained by few. Such is the record of Joseph Kimmig, sr., Dayton, O. He went to work for the Sucher Packing Co. of that city in 1881, and except for six years between 1887 and 1893 has been in continuous employ of this firm.

Joseph Kimmig sailed from Germany for America in June, 1881. Before leav-



PROUD OF THE RECORD.

On the left is Louis A. Sucher, secretary and treasurer of the Sucher Packing Co., Dayton, O., whose father, founder of the Sucher Packing Co., gave Joseph Kimmig (right), his first job in America. That was in 1881, and this veteran is still on the job at Sucher's.

ing home his mother sewed in his coat the money he would need for incidentals and railroad fare after he reached what to the young boy was the "promised land." It was only after he landed at New York that he discovered his money had been stolen and that he was penniless. This unfortunate incident prevented his going to Dayton, O., as he had planned, and he took a job with Wagner Bros., butchers, in Newark, N. J. Here he stayed until he had saved enough to continue his journey.

He arrived in Dayton in November, 1881, and secured a job with his

brother-in-law, Charles Sucher, sr., founder of the Sucher Packing Co., being promoted in a few months to a selling job. In that day selling started about four o'clock in the afternoon, after the products had been manufactured. He well remembers his first day in sales work, because he was able to dispose of \$75 worth of meats, which at that time was considered very good.

It appears that in addition to selling he also had other duties, for he says he often worked for 16 to 18 hours a day. Many a time he pumped by hand all of the water required for the plant boilers, and he has a fond recollection of scalding hogs by dousing them up and down in a barrel of hot water.

In 1887 Mr. Kimmig went to Denver, Colo., where he remained until 1903, returning to again take a job with the Sucher Packing Co. Here he has remained ever since. Mr. Kimmig's son, Louis, is chief engineer for the company, having been in their employ over 25 years.

NEW PACKER ENGINEERS FIRM.

An engineering firm which will specialize in packinghouse architecture and engineering problems has been formed by G. H. Smith, P. S. Brubaker and A. J. Egan, under the name Smith, Brubaker & Egan. Offices have been opened at 30 No. La Salle st., Chicago.

For the past 16 years Mr. Smith has been engaged in meat plant design and construction work. For 10 years prior he followed general architectural work. Mr. Brubaker is a structural engineer and was at one time chief engineer of a steel fabricating company. For the past nineteen years he, too, has devoted his time to meat plants. Mr. Egan is a mechanical engineer and was associated for some time with D. I. Davis as construction engineer. He spent five years in South America on meat plant construction work and since 1919 has been with a Chicago packinghouse architectural concern. All three have had extensive experience in building design, superintending building construction, layout of departments and installation of equipment.

HYGRADE IN PITTSBURGH.

Announcement is made by president Samuel Slotkin that the Hygrade Food Products Corp. has acquired ownership of the Dunlevy-Franklin Company, Pittsburgh, Pa., packers. The business will continue operation under its present name and with its entire staff of executives, headed by president M. J. Hennessey.



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**PROVISION
BROKER**

Member of New York Produce Exchange
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TEN-CENT FOOD PACKAGE.

(Continued from page 17.)

being introduced into new territories. Obviously it is far easier to induce a new customer to sample a product if only 10c is involved. Certainly from a publicity standpoint it is worth considerable to have your product available on the tables of the larger chains.

"While the 10c package should stand on its own feet as far as the cost is concerned, this sampling advantage also should be chalked up on the credit side of the ledger. With some products it may even be important enough to justify a 10c package that otherwise might be considered unprofitable.

"4—For many reasons, almost too obvious to mention, it is essential that the smaller package be equal in every way to the larger except in size. Quality must not be allowed to suffer. The protection of the product from deterioration must be fully as adequate.

"There is no point at all in jeopardizing the reputation of your regular business (or of the 10c size either) by attempting to get by with a less convenient package, or to put up a lower grade product, or in any way make your package less attractive or less efficient.

"Not only will any such tactics have a bad effect on your brand name and reputation, but it is extremely unlikely that the smaller package will prove a success in itself.

Experience in Independent Stores.

"5—Selling higher priced packages to these chains is a possibility under present conditions. The recent policy of one of the larger chains to include 20c items has caused many manufacturers to wonder about the additional opportunities that this might open up."

Experience of Independent Dealers.

The experience of independent retail stores with the 10c package is summed up by the Anchor Cap & Closure Corp. as follows:

"Many retail stores that put in 10c tables have been pleased with the results, but others have thrown them out. The reason for the difference in results lies in the method of handling.

"Where the 10c table was given proper prominence, where the merchandise displayed was new, fresh and included mostly well known items it was successful. In those stores, however, where distress merchandise was allowed to clutter up the 10c table, where shop-

worn packages were included, or where unknown brands predominated, the experiment was a failure.

Sales Not as Great as Expected.

"At the present time the number of 10c tables in operation and the volume of goods sold through that channel is by no means negligible. It is probably as great as ever, but it is not increasing at the rapid rate expected. The smaller size package has come to have a value to the retailer somewhat different than it started out with originally.

"Gradually the character of a great many of these tables changed. They began to include not merely packages designed to sell for 10c, but other packages on which special promotion was desired.

"Certainly the 10c package has its place in the average retail store—but more logically as a convenience item in connection with, and not separate from, the other merchandise. Users want them for all sorts of special occasions and special reasons. Furthermore, the public's increasing familiarity with 10c packages has made them the ideal introductory size.

"As a general rule, however, alongside the small package should be its larger companion. For, assuming that the particular occasion does not imperatively call for the small size, profit for the retailer, as well as the interests of the purchaser, would throw the balance in favor of the more economical, regular sizes.

Has Taught Merchandising Facts.

"Out of the widespread experience with 10c tables has come one very excellent result. To thousands of retailers one big merchandising truth has been driven home. This is that attractive products, conveniently and prominently displayed where the user can pick them up and examine them, leads to increased sales.

"The value of open display has been brought to the fore. Retailers have learned to push popular items for all they are worth. They have learned to feature those that are profitable instead of those on which everyone else is cutting prices. They have learned to appreciate appeal to the eye.

"The inescapable conclusion as to the future of the 10c item in the ordinary retail outlets is that it has a distinct place. There is volume to be had through 10c tables. But beyond that it is the ideal convenience item to feature along with the regular sizes. It

is an effective introductory device. It is valuable for use as an accessory rather than as an end in itself.

"In this way the 10c item can be made to yield a profit both to the manufacturer and to the retailer, act as a helpful companion to regular lines, yet at the same time avoid taking up valuable space in a strenuous and sometimes vain effort to compete with the long established, highly - organized chains."

Package Must Have Display Value.

To the manufacturer and food processor who is contemplating the use of 10c packages the Anchor Cap & Closure Corp. has the following advice:

"Do not forget, in considering the introduction of a 10c package, that one of the prerequisites is its display value. In the syndicate stores, merchandise must sell itself. As a sampling proposition—either free or paid for—appearance is necessary to genuine effectiveness. Wherever the item is sold or distributed, seldom will a sales clerk give personal selling to a small size. Hence they must stand on their own feet—practically sell themselves.

"The 10c package is here to stay. It has had, perhaps, its toughest test during the past year or two—and certainly only a merchandising device which could prove its worth to the profit sheet would ever have survived."

POSTAL EMPLOYEES AT FAIR.

Several post office employees' national organizations, with an approximate membership of 97,150, will hold their 1933 conventions in Chicago during the Century of Progress Exposition. It is also contemplated to have the National Association of Postmasters meet here. At these conventions many of the problems confronting the postal service will be discussed, and plans and suggestions will be offered with the end in view of bringing about an improved service to the patrons of the postal service.

The raising of funds to defray the expenses of the convention has been placed in the hands of a joint committee, of which Postmaster Arthur C. Lueder, is treasurer, with the approval of the Post Office Department at Washington. Contributions to this fund are being accepted from Chicago business houses which deem this an opportunity to share in entertaining those faithful men and women who are giving their best in the postal service.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
April 27, 1933.

REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10	9 1/4	9 1/4	10
10-12	9	9	9 1/4
12-14	9	8 3/4	9 1/4
14-16	9	8 1/2	9
10-16 range	9		

BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
16-18	9	8 1/4	8 3/4
18-20	9	8 1/4	8 3/4
20-22	9	8 1/4	8 3/4
16-22 range	9		

SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12	9 1/4	9	9 1/4
12-14	9 1/4	8 3/4	9 1/4
14-16	9 1/4	8 3/4	9 1/4
16-18	9 1/4	8 3/4	9 1/4
18-20	9 1/4	8 3/4	9 1/4
20-22	8 3/4	8 3/4	8 3/4
22-24	8 3/4	8 3/4	8 3/4
24-26	8 3/4	7 3/4	8 3/4
26-28	7 3/4	7 3/4	8 3/4
30-35	7 3/4	7	

PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6	5 1/4	5	5 1/4
6-8	5 1/4	4 3/4	5 1/4
8-10	4 3/4 @ 5	4 3/4	5
10-12	4 3/4	4 3/4	5
12-14	4 3/4	4 3/4	5

BELLIES.

	Green. Sq. Sdis.	Cured. S.P.	Dry. Cured.
6-8	8 1/4	8 1/4	8 1/4
8-10	8 1/4	8 1/4	8 1/4
10-12	7 3/4	7 3/4	7 3/4
12-14	7 3/4	7 3/4	7 3/4
14-16	7	6 3/4	7 1/4
16-18	6 3/4	6 1/2	7

D. S. BELLIES.

	Clear. Standard.	Rib. Fancy.
14-16	6 1/4	
16-18	6 1/4	6 1/4
18-20	6 1/4	6 1/4
20-22	6 1/4	6 1/4
22-24	6 1/4	6 1/4
24-26	6 1/4	6 1/4
26-28	6 1/4	6 1/4
28-30	6 1/4	6 1/4
30-35	6 1/4	6 1/4
35-40	6 1/4	6 1/4
40-50	6 1/4	6 1/4
50-60	6 1/4	6 1/4

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	4 1/2	4 3/4
10-12	4 1/2	4 3/4
12-14	4 1/2	4 3/4
14-16	4 1/2	4 3/4
16-18	5	5 1/4
18-20	5 1/4	5 1/4
20-25	5 1/4	5 1/4

OTHER D. S. MEATS.

Extra short clears.....	35-45	6 1/4 n
Extra short ribs.....	35-45	6 1/4 n
Regular plates.....	6-8	4 1/2
Clear plates.....	4-6	4 1/2
Jowl butts.....		3 1/2 @ 3 3/4
Green square jowls.....		4 1/4
Green rough jowls.....		3 1/2

LARD.

Prime steam, cash.....	5.35
Prime steam, loose.....	4.75
Refined, in export boxes—N. Y.....	6.10
Neutral, in tierces.....	6.50
Raw leaf.....	4.75

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

SATURDAY, APRIL 22, 1933.

	Open.	High.	Low.	Close.
LARD—				
May ...	5.15	5.30	5.15	5.30
July ...	5.07 1/2	5.45	5.07 1/2	5.45
Sept. ...	5.30	5.55	5.37 1/2	5.55b
Oct. ...	5.35	5.57 1/2	5.35	5.57 1/2b
Nov. ...	5.40	5.60	5.40	5.60
Dec. ...	5.20			5.30b

CLEAR BELLIES—

May ...	5.92 1/2	5.95	5.92 1/2	5.95
July ...				6.15b

MONDAY, APRIL 24, 1933.

May ...	5.40	5.50	5.40	5.47 1/2ax
July ...	5.60	5.62 1/2	5.62 1/2	5.60ax
Sept. ...	5.65-72 1/2	5.75	5.65	5.72 1/2ax
Oct. ...	5.75	5.77 1/2	5.72 1/2	5.77 1/2
Nov. ...				5.77 1/2n
Dec. ...				5.55b

CLEAR BELLIES—

May ...	6.25			6.25ax
July ...	6.37 1/2	6.50		6.47 1/2ax

TUESDAY, APRIL 25, 1933.

May ...	5.45	5.45	5.42 1/2	5.42 1/2ax
July ...	5.57 1/2-60	5.60	5.55	5.55ax
Sept. ...	5.70	5.72 1/2	5.67 1/2	5.67 1/2ax
Oct. ...	5.72 1/2	5.75	5.70	5.70ax
Nov. ...	5.77 1/2	5.77 1/2	5.75	5.75ax
Dec. ...				5.55n

CLEAR BELLIES—

May ...	6.22 1/2	6.22 1/2	6.15	6.15b
July ...	6.47 1/2	6.47 1/2	6.25	6.30b

WEDNESDAY, APRIL 26, 1933.

May ...	5.37 1/2	5.47 1/2	5.37 1/2	5.42 1/2ax
July ...	5.52 1/2	5.60	5.42 1/2	5.52 1/2
Sept. ...	5.55	5.70	5.55	5.67 1/2
Oct. ...	5.75	5.75	5.70	5.70b
Nov. ...				5.70n
Dec. ...				5.55n

CLEAR BELLIES—

May ...	6.20	6.35	6.20	6.25b
July ...	6.50			6.50ax

THURSDAY, APRIL 27, 1933.

May ...	5.40	5.40	5.35	5.35
July ...	5.52 1/2	5.62 1/2	5.42 1/2	5.42 1/2
Sept. ...	5.62 1/2	5.62 1/2	5.57 1/2	5.57 1/2
Oct. ...	5.62 1/2			5.62 1/2ax
Nov. ...				5.65ax
Dec. ...				5.50ax

CLEAR BELLIES—

May ...	6.20	6.22 1/2	6.20	6.22 1/2b
July ...	6.45	6.50	6.45	6.50ax

FRIDAY, APRIL 28, 1933.

May ...	5.27	5.27	5.20	5.20
July ...	5.42	5.42	5.30	5.30b
Sept. ...	5.55	5.55	5.42	5.42-45
Oct. ...	5.55	5.55	5.47	5.47
Nov. ...				5.60ax
Dec. ...	5.37			5.37

CLEAR BELLIES—

May ...	6.12			6.12
July ...	6.37			6.37

Key: ax, asked; b, bid; n, nom; —, split.

ANIMAL OILS.

Prime edible lard oil.....	@ 8
Headlight burning oil.....	@ 7
Prime winterstrained.....	@ 6 3/4
Extra winterstrained.....	@ 6 1/2
Extra lard oil.....	@ 6 1/4
Extra No. 1 lard oil.....	@ 6
No. 1 lard oil.....	@ 5 3/4
No. 2 lard oil.....	@ 5 1/4
Acidless tallow oil.....	@ 12 1/2
20° C. T. Neatsfoot oil.....	@ 6 1/4
Pure neatsfoot.....	@ 6 1/4
Special neatsfoot.....	@ 6 1/4
Extra neatsfoot.....	@ 6 1/4
No. 1 neatsfoot.....	@ 6

Oil weighs 7 1/4 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.30 @ 1.32 1/2
Oak pork barrels, black iron hoops.....	1.35 @ 1.37 1/2
Ash pork barrels, galv. iron hoops.....	1.37 1/2 @ 1.40
Oak pork barrels, galv. iron hoops.....	1.42 1/2 @ 1.45
White oak ham tierces.....	2.05 @ 2.07 1/2
Red oak lard tierces.....	1.75 @ 1.77 1/2
White oak lard tierces.....	1.85 @ 1.87 1/2

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended April 22, 1933:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended—	Jan. 1, 1933 to	Apr. 22, 1933.
	1932.	1933.	1933.*
	M lbs.	M lbs.	M lbs.
Total	866	1,328	802
To Belgium			24
United Kingdom	826	1,156	734
Other Europe	29	126	31
Cuba	11	16	13
Other countries			1,041

BACON, INCLUDING CUMBERLANDS.

	Week ended—	Jan. 1, 1933 to	Apr. 22, 1933.
	1932.	1933.	1933.*
	M lbs.	M lbs.	M lbs.
Total	811	806	745
To Germany			562
United Kingdom	593	539	653
Other Europe	33	35	26
Cuba	63	102	62
Other countries	122	132	2

PICKLED PORK.

	Week ended—	Jan. 1, 1933 to	Apr. 22, 1933.
	1932.	1933.	1933.*
	M lbs.	M lbs.	M lbs.
Total	231	121	101
To United Kingdom		9	35
Other Europe			322
Canada	80	41	1
Other countries	151	71	65

LARD.

	Week ended—	Jan. 1, 1933 to	Apr. 22, 1933.
	1932.	1933.	1933.*
	M lbs.	M lbs.	M lbs.
Total	7,896	6,110	5,193
To Germany	3,331	956	467
Netherlands		322	211
United Kingdom	3,558	3,779	3,389
Other Europe	219	142	331
Cuba	254	306	88
Other countries	534	605	717

TOTAL EXPORTS BY PORTS.

Week ended April 22, 1933.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Pork, M lbs.	Lard, M lbs.
Total	866	811	231	7,896
Boston				88
Detroit	414	82		522
Port Huron	176	26		759
Key West	29	63		133
New Orleans	11	3		69
New York	236	637		4,659
Baltimore				35
Galveston				1,015

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Pork, M lbs.	Lard, M lbs.
Exported to:				
United Kingdom (total)		826	593	
Liverpool		391	382	
London		384	43	
Other United Kingdom		51	169	
Exported to:				
Germany (total)				3,331
Hamburg				2,381
Other				70

*Corrected to March 31, 1933.

†Exports to Europe only.

CURING MATERIALS.

	Bbls. Sacks.
Nitrite of soda, 1 c. l. Chicago.....	10 1/4
Salt peter, 25 bbl. lots, f.o.b. N. Y.:	
Dbl. refined granulated.....	6 1/4 5.90
Small crystals.....	7 1/4
Medium crystals.....	7 1/4
Large crystals.....	8
Bbl. retd. gran. nitrate of soda.....	3 3/4 3.35
Less than 25 bbl. lots, 1/4 more.	

Salt—	
Granulated, carlots, per ton, f.o.b. Chicago,	
bulk.....	\$6.50
Rock, carlots, per ton, f.o.b. Chicago.....	8.70

Sugar—	
Raw sugar, 96 basis, f.o.b. New Or-	
leans.....	@ 3.30
Second sugar, 90 basis.....	None
Syrup testing, 63 to 65 combined su-	
cro and invert, New York.....	@ 38
Standard gran. f.o.b. refiners (2%).....	@ 4.50
Packers' curing sugar, 100 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@ 3.75
Packers' curing sugar, 250 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@ 3.65

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	6	7 1/4
Cinnamon	12	16
Cloves	12	14
Coriander	6	6
Ginger	8	8
Mace, Banda	36	40
Nutmeg	15	15
Pepper, black	9	10
Pepper, Cayenne	10	20
Pepper, red	16	16
Pepper, white	11	13

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended, Apr. 22, 1933.	Cor. week, 1932.
Prime native steers—		
400-600	11 1/4 @ 11 1/4	14 @ 14 1/4
600-800	11 @ 11 1/4	13 1/2 @ 14
800-1000	8 1/2 @ 9 1/4	13 @ 13 1/2
Good native steers—		
400-600	9 1/4 @ 10 1/4	12 1/2 @ 13
600-800	8 1/2 @ 9 1/4	12 @ 13
800-1000	7 1/4 @ 8	12 @ 13
Medium steers—		
400-600	8 1/4 @ 9	10 1/2 @ 11 1/4
600-800	8 @ 8 1/2	10 1/2 @ 11 1/4
800-1000	7 1/4 @ 7 3/4	11 @ 11 1/2
Heifers, good, 400-600	8 1/4 @ 10	11 @ 14
Cows, 400-600	8 1/4 @ 10	7 @ 9
Hind quarters, choice	15 @	19 1/2 @
Fore quarters, choice	8 1/4 @	10 @

Beef Cuts.

Steer loins, prime	18 @	32 @
Steer loins, No. 1	16 @	31 @
Steer loins, No. 2	15 @	30 @
Steer short loins, prime	22 @	45 @
Steer short loins, No. 1	19 @	40 @
Steer short loins, No. 2	18 @	38 @
Steer loin ends (hops)	13 @	20 @
Steer loin ends, No. 2	13 @	20 @
Cow loins	9 1/2 @	16 @
Cow short loins	10 @	18 @
Cow loin ends (hops)	9 @	15 @
Steer ribs, prime	13 @	20 @
Steer ribs, No. 1	12 @	19 @
Steer ribs, No. 2	11 @	18 @
Cow ribs, No. 3	7 @	10 @
Cow ribs, No. 2	6 1/2 @	9 @
Steer rounds, prime	9 @	12 1/2 @
Steer rounds, No. 1	9 @	12 1/2 @
Steer rounds, No. 2	8 1/2 @	12 @
Steer chuck, prime	8 @	10 1/2 @
Steer chuck, No. 1	7 @	9 1/2 @
Steer chuck, No. 2	6 1/2 @	9 @
Cow rounds	8 @	10 @
Cow chuck	7 @	7 1/2 @
Steer plates	5 @	7 1/4 @
Medium plates	3 @	4 @
Briskets, No. 1	9 @	13 @
Steer navel ends	3 @	4 1/2 @
Cow navel ends	3 1/2 @	4 1/2 @
Fore shanks	6 @	8 @
Hind shanks	4 @	6 @
Strip loins, No. 1, bms.	30 @	45 @
Strip loins, No. 2	27 @	40 @
Sirloin butts, No. 1	17 @	27 @
Sirloin butts, No. 2	12 @	17 @
Beef tenderloins, No. 1	40 @	60 @
Beef tenderloins, No. 2	35 @	50 @
Rump butts	14 @	18 @
Flank steaks	14 @	18 @
Shoulder clods	9 @	9 @
Hanging tenderloins	5 1/2 @	8 @
Insides, green, 6@8 lbs.	10 @	10 @
Outsides, green, 5@6 lbs.	8 @	7 1/2 @
Knuckles, green, 5@6 lbs.	8 1/2 @	9 @

Beef Products.

Brains (per lb.)	5 @	5 @
Hearts	4 @	4 @
Tongues	3 1/2 @	3 1/2 @
Sweetbreads	15 @	15 @
Ox-tail, per lb.	5 @	5 @
Fresh tripe, plain	4 @	4 @
Fresh tripe, H. C.	8 @	8 @
Livers	14 @	14 @
Kidneys, per lb.	8 @	8 @

Veal.

Choice carcass	8 @	9 @
Good carcass	6 @	8 @
Good saddles	12 @	13 @
Good racks	6 @	8 @
Medium racks	4 @	6 @

Veal Products.

Brains, each	25 @	47 @
Sweetbreads	25 @	47 @
Calf livers	30 @	45 @

Lamb.

Choice lambs	13 @	15 @
Medium lambs	11 @	14 @
Choice saddles	15 @	18 @
Medium saddles	13 @	16 @
Choice fores	10 @	14 @
Medium fores	8 @	12 @
Lamb fries, per lb.	25 @	25 @
Lamb tongues, per lb.	9 @	10 @
Lamb kidneys, per lb.	15 @	20 @

Mutton.

Heavy sheep	5 @	5 @
Light sheep	9 @	9 @
Heavy saddles	12 @	12 @
Light saddles	10 @	10 @
Heavy fores	3 @	3 @
Light fores	6 @	6 @
Mutton legs	12 @	12 @
Mutton loins	8 @	8 @
Mutton stew	5 @	5 @
Sheep tongues, per lb.	10 @	10 @
Sheep heads, each	8 @	8 @

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	9 @	11 1/2 @
Picnic shoulders	6 @	6 @
Stuffed shoulders	6 1/2 @	7 @
Tenderloins	20 @	30 @
Spare ribs	4 1/2 @	6 @
Back fat	6 @	7 @
Boston butts	8 @	8 @
Boneless butts, cellar trim, 2@4	11 @	11 @
Hocks	4 1/2 @	6 @
Tails	3 @	5 @
Neck bones	1 1/2 @	3 @
Silp bones	4 @	9 @
Blade bones	2 @	3 @
Pigs' feet	5 @	5 @
Kidneys, per lb.	4 @	5 @
Livers	4 @	4 @
Brains	6 1/2 @	8 @
Ears	3 @	4 1/2 @
Snouts	4 @	5 @
Heads	4 @	5 @

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	17 @
Country style sausage, fresh in link	14 @
Country style pork sausage, fresh in bulk	13 @
Country style pork sausage, smoked	15 @
Frankfurts in sheep casings	17 @
Frankfurts in hog casings	16 @
Bologna in beef bungs, choice	14 @
Bologna in beef middles, choice	14 @
Liver sausage in beef rounds	12 @
Smoked liver sausage in hog bungs	12 @
Liver sausage in hog bungs	16 @
Head cheese	13 @
New England luncheon specialty	16 @
Mixed luncheon specialty, choice	15 @
Tongue sausage	17 1/2 @
Blood sausage	13 @
Souse	14 1/2 @
Polish sausage	14 @

DRY SAUSAGE.

Cervelat, choice, in hog bungs	30 @
Thuringer cervelat	24 @
Farmer	20 @
Holsteiner	18 @
B. C. salami, choice	31 @
Milano salami, choice, in hog bungs	28 @
B. C. salami, new condition	14 @
Frises, choice, in hog middles	23 @
Genoa style salami	45 @
Pepperoni	21 @
Mortadella, new condition	14 @
Capicola	30 @
Italian style hams	21 @
Virginia hams	32 @

SAUSAGE MATERIALS.

Regular pork trimmings	3 @	3 1/2 @
Special lean pork trimmings	6 @	6 1/2 @
Extra lean pork trimmings	7 @	7 @
Pork cheek meat	4 1/2 @	4 1/2 @
Pork hearts	3 @	3 @
Pork livers	3 @	3 @
Native boneless bull meat (heavy)	6 1/2 @	6 1/2 @
Boneless chucks	6 @	6 @
Shank meat	5 1/2 @	5 1/2 @
Beef trimmings	5 @	5 @
Beef cheeks (trimmed)	4 @	4 @
Dressed canners, 250 and up	4 1/2 @	4 1/2 @
Dressed cutter cows, 400 lbs. and up	4 1/2 @	4 1/2 @
Dr. bologna bulls, 600 lbs. and up	4 1/2 @	4 1/2 @
Beef tripe	2 1/2 @	2 1/2 @
Pork tongues, canner trim, S. P.	7 @	7 @

SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	27 @
Domestic rounds, 140 pack	33 @
Export rounds, wide	45 @
Export rounds, medium	32 @
Export rounds, narrow	37 @
No. 1 weasands	12 @
No. 2 weasands	12 @
No. 1 bungs	12 1/2 @
No. 2 bungs	12 1/2 @
Middles, regular	1.10
Middles, select wide, 2 1/2 in. diam.	1.35
Middles, select, extra wide, 2 1/4 in. and over	2.10
Dried bladders:	
12-15 in. wide, flat	.90
10-12 in. wide, flat	.80
8-10 in. wide, flat	.40
6-8 in. wide, flat	.30 @ .35
Hog casings:	
Narrow, per 100 yds.	1.65
Narrow, special, per 100 yds.	1.35
Medium, regular	.85
Wide, per 100 yds.	.65
Extra wide, per 100 yds.	.75
Export bungs	.21
Large prime bungs	.19
Medium prime bungs	.10
Small prime bungs	6 @ 7
Middles, per set	.20
Stomachs	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—

Small tins, 2 to crate	4.25 @
Large tins, 1 to crate	5.00 @
Frankfurt style, sausage in sheep casings—	
Small tins, 2 to crate	5.25 @
Large tins, 1 to crate	6.00 @
Smoked link sausage in hog casings—	
Small tins, 2 to crate	4.50 @
Large tins, 1 to crate	5.25 @

DRY SALT MEATS.

Clear bellies, 18@20 lbs.	6 1/4 @
Clear bellies, 14@16 lbs.	6 @
Rib bellies, 25@30 lbs.	6 @
Fat backs, 10@12 lbs.	4 1/2 @
Fat backs, 14@16 lbs.	4 @
Regular plates	4 1/4 @
Butts	3 3/4 @

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	14 @
Fancy skd. hams, 14@16 lbs.	15 @
Standard reg. hams, 14@16 lbs.	13 @
Picones, 4@8 lbs.	9 @
Fancy bacon, 6@8 lbs.	16 1/4 @
Standard bacon, 6@8 lbs.	17 @
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	25 @
Outsides, 6@9 lbs.	20 @
Knuckles, 5@9 lbs.	26 @
Cooked hams, choice, skin on, fattened	19 @
Cooked hams, choice, skinned, fattened	19 @
Cooked picnic, skin on, fattened	16 @
Cooked picnic, skinned, fattened	17 @
Cooked loin roll, smoked	20 @

BARRELED PORK AND BEEF.

Mess pork, regular	15.00 @
Family back pork, 24 to 34 pieces	14.00 @
Family back pork, 35 to 45 pieces	14.00 @
Clear back pork, 40 to 50 pieces	12.00 @
Clear plate pork, 25 to 35 pieces	11.00 @
Brisket pork	10.50 @
Bean pork	10.50 @
Plate beef	13.00 @
Extra plate beef, 200 lb. bbls.	14.00 @

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	12.00 @
Honeycomb tripe, 200-lb. bbl.	15.00 @
Pocket honeycomb tripe, 200-lb. bbl.	17.00 @
Pork feet, 200-lb. bbl.	13.25 @
Pork tongues, 200-lb. bbl.	33.00 @
Lamb tongues, short cut, 200-lb. bbl.	35.00 @

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	10 1/4 @
Nut, 1-lb. cartons, f.o.b. Chicago	8 1/2 @
Pastry, 60-lb. tubs, f.o.b. Chicago	10 @

LARD.

Prime steam, cash	5.35 @
Prime steam, loose	4.75 @
Refined lard, tierces, f.o.b. Chicago	6 1/4 @
Kettle rendered, tierces, f.o.b. Chgo.	6 @
Leaf, kettle rendered, tierces, f.o.b. Chicago	7 @
Neutra in tierces, f.o.b. Chicago	6 @
Compound, vegetable, tierces, c.a.f.	6 @

OLEO OIL AND STEARINE.

Extra oleo oil	5 1/2 @
Prime No. 1 oleo oil	5 @
Prime No. 2 oleo oil	4 1/2 @
Prime No. 3 oleo oil	4 @
Prime oleo stearine, edible	4 1/2 @

TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible, tallow, under 1% acid, 45 titre	3 1/4 @ 3 1/4
Prime packers' tallow	3 1/4 @ 3 1/4
No. 1 tallow, 10% f.f.a.	2 3/4 @ 3
No. 2 tallow, 40% f.f.a.	2 1/4 @ 2 1/4
Choice white grease	3 1/4 @ 3 1/4
A-White grease	2 1/4 @ 3
B-White grease, maximum 5% acid	2 1/4 @ 2 1/4
Yellow grease, 10@15% acid	2 1/4 @ 2 1/4
Brown grease, 40% f.f.a.	2 1/4 @ 2 1/4

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley points, prompt	3 @ 3 1/4
White, deodorized, in bbls., f.o.b. Chgo.	6 1/4 @ 7
Yellow, deodorized	6 @ 7
Soap stock, 50% f.f.a., f.o.b.	1 @ 1 1/4
Corn oil, in tanks, f.o.b. mills	3 1/4 @ 3 1/4
Soya bean oil, f.o.b. mills	4.00 @ 4.2
Coconut oil, seller's tanks, f.o.b. coast	3 @
Refined in bbls., f.o.b. Chicago	6 1/4 @ 6 1/4

Retail Section

CUSTOMER-REFINANCE PLAN.

Meat dealers in Colorado Springs, Colo., including Ivywild Market Co., Knorr's Market Co., Sommers Market, Whitehead-Wilson Grocery Co., Wilson's Grocery and Market, Routt Grocery and Market Co., have joined in a cooperative attack upon the involved financial condition of large numbers of their customers. The plan is refinancing and group settlements through the Personal Finance Co., Colorado Springs, and over forty other local merchants are grouped with them.

Cooperative advertising, signed by all the merchants, in local newspapers, explains that refinance is necessary to enable merchants to meet their pay-rolls and maintain employment; that the refinance plan is fair, honest, sincere, and confidential.

"Through this plan," the public is told, "the merchants receive cash for their delinquent accounts, while the debtor continues to pay on a convenient basis—and at only one place."

While the plan has been offered for several years through Morris Plan banks, its promotion on a community basis, as at Colorado Springs, is unique. Indebtedness of the debtor, is transferred to the finance company, which discounts his note calling for regular payments. The cash goes at once to the various debtors who, individually and as a group, usually endorse the debtor's note. It has been found from experience that customers who will be very irregular and careless in meeting payments to the meat market will quite promptly maintain their payments to the finance company.

Further credit is commonly not granted the debtor until he has re-established his right to credit in carrying out the obligation to the finance company.

With all the principal meat mer-

Retail Pricing Charts

Charts enabling meat retailers to figure prices on different cuts of beef from the carcass, prepared by A. T. Edinger of the U. S. Bureau of Agricultural Economics, were printed by THE NATIONAL PROVISIONER in its issues of December 24, 1932, and January 7, 1933, accompanied by diagrams of the various cuts.

Copies of these charts—either Chicago or New York method of cutting—may be obtained for 5c each upon application to The National Provisioner, 407 S. Dearborn st., Chicago. Special prices for quantities upon application.

chants and other dealers of Colorado Springs signing cooperative advertisements, and talking the plan to their debtors, rapid headway is being made in improving the credit situation.

NEWS OF THE RETAILERS.

Lotus Meat Market, Inc., 5616 Harrison st., Chicago, has been granted a charter. A general grocery and meat market business will be conducted. Ben Brazgo, Ruby Epstein and Josephine Cudaitis are the incorporators.

Harold R. Zeamans, 1834 Broadway, New York, has formed the Eckelman Meat Co., Inc., and will engage in the meat and grocery business.

Larson Brothers, Atwater, Minn., have opened a second store at Litchfield.

Henry Lewis, Fordville, N. D., has disposed of his market to Lewis Jehlika and Peter Aafedt.

Volsch Brothers, who have conducted a meat market in Elgin, Ill., for 43 years in the same location, have closed their store and retired from business.

A meat market has been added as a department of the United Fruit Co., Waterloo, Ia.

Prosperity Food Markets, Inc., has been incorporated by Abraham Kaplan, 305 Broadway, New York, for the retailing of meats and groceries.

C. L. Bowman will open a new meat market in Kelliher, Minn.

A new meat and fruit market has been opened at 818 Fifth ave., Antigo, Wis.

Carl H. Levin and Arthur W. Johnson, operating a grocery and market at 3125-27 Twenty-third ave., Moline, Ill., have opened a second store at 1319-23 Eleventh st., that city.

Harlfinger Brothers will open a meat market at 1406 16th st., Milwaukee, Wis.

E. Kippard, of Bennett, Ia., has purchased the meat market of Richard Besek of New Windsor, Ill.

Bernard J. Gessner, 2009 Fourth ave., south, Minneapolis, Minn., plans to open a meat market.

MICHIGAN OFFICERS RE-ELECTED

Officers of the Michigan Retail Grocers and Meat Dealers' association were re-elected at the convention held in Grand Rapids. They are Paul Schmidt, Lansing, president; Theodore Bathke, Petoskey, vice-president; Rudolph Eckert, Flint, second vice-president, and Olaf H. Bailey, Lansing, treasurer. V. A. Mickles, Manistee, and A. A. Boyce, Bay City, were named new directors. Ward Newman, Pontiac, and Holger Jorgensen, Muskegon, were re-elected directors. Herman Hanson, Grand Rapids, was re-elected manager-secretary.

Manistee was awarded the 1934 convention.

KANSAS MEAT DEALERS MEET.

Roy Lawrence, president, and Bruce J. Maguire, secretary, have issued notices of the 22nd annual convention of the Kansas Retail Meat Dealers Association to be held in Topeka on May 9 and 10.



MEAT MARKET IMPROVES APPEARANCE WITH MODERN FLOOR COVERING.

Bert Wilson, Buffalo, N. Y., has supplanted sawdust on the floor of his meat market with new linoleum floor covering. The marbled field and border pattern blends with the market fixtures, defies traffic dirt and enables cleaning to be done with a minimum of cost and labor. The floor covering was cemented over lining felt to a wood floor. (Photos courtesy Armstrong Cork & Insulation Co.)

RETAIL MEAT PRICING CHART

GOOD GRADE LAMB CARCASS—STANDARD METHOD OF CUTTING

(Prepared by A. T. Edinger, U. S. Bureau of Agricultural Economics.)

Name of Cut	No. of carcasses	Wholesale Carcass Cost per 100 Pounds or Wholesale Cost Plus Dealt Gross Weight									
		1	2	3	4	5	6	7	8	9	10
Loin Ch. less Fl. XAS	11.25	7	10	12	14	15	17	18	19	20	22
Rib Ch. 8 rib cut	11.25	7	8	9	11	12	14	15	16	18	20
Legs, Long cut	33.75	6	7	8	9	10	11	12	13	14	15
Sq. chuck-Rib, ch. 4-r.	25.25	4	5	6	7	8	9	10	11	12	13
Stew (1)	15.00	1	2	3	4	5	6	7	8	9	10
95.50											
Wholesale Cuts											
Loin-with Fl. XAS	16.25	6	7	8	9	10	11	12	13	14	15
Rack-6 rib cut	11.25	7	8	9	10	11	12	13	14	15	16
Legs-Long cut	33.75	6	7	8	9	10	11	12	13	14	15
Rattle-Fl. less Rib	38.75	3	4	5	6	7	8	9	10	11	12
Hind-side-1 rib	50.00	6	7	8	9	10	11	12	13	14	15
Fore-side-12 ribs	50.00	4	5	6	7	8	9	10	11	12	13
Long Head-10-9 "	66.50	3	4	5	6	7	8	9	10	11	12
Short Fore-12 ribs	33.50	3	4	5	6	7	8	9	10	11	12
Back-Loin bracelet	32.75	3	4	5	6	7	8	9	10	11	12
Bracelet-Rib	16.50	5	6	7	8	9	10	11	12	13	14
Carcass per 100#	100.00	5	6	7	8	9	10	11	12	13	14

* Not included in total.

** Short fore-quarter-Square chuck neck on, briskets and chucks.
(1) Stew-Breasts, briskets, flanks and shanks.

MEDIUM WEIGHT LAMB CARCASS.

Cut	P. C.
1. Legs-long cut	33.75
2. Loin chops less flank, kidney and suet	11.25
3. Rib chops-8 rib cut	11.25
4. Square chuck, neck on, 4 ribs	25.25
5. Stew - flank, brisket and shank	15.00

Pricing Carcass Lamb

Pricing of trimmed retail cuts from a medium weight good grade lamb carcass, and approximate average value per pound of untrimmed wholesale cuts, have been worked out by the U. S. Bureau of Agricultural Economics. These retail prices are based on a carcass valuation ranging all the way from \$5.00 to \$40.00 per cwt.

This lamb price chart is the fourth in a series, the first of which related to good grade steer beef, cut Chicago

style, the second for the same grade cut New York style, and the third for choice hinds and fores of beef.

Detailed directions for using this lamb pricing chart are given here, together with instructions for adjusting prices when those of certain cuts are out of line with the general retail market.

DIRECTIONS FOR USING RETAIL LAMB PRICING CHART.

1. Determine average wholesale carcass cost per 100 pounds of Good Grade Lamb carcass, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark up per pound on a carcass basis. Example:

(a) Wholesale carcass cost is \$15.00 per cwt. (b) If the desired gross margin in per cent of sales is 25%, then the wholesale cost of the carcass will equal 75% of sales receipts. $100 - 25 = 75\%$. $\$15.00 \div 75 = \20.00 , the anticipated retail sales return of all the cuts in 100 pounds of carcass.

(c) If the desired mark up per pound is 5c or \$5.00 per cwt. of carcass weight then the sum of the wholesale cost and the mark up equals the expected sales return; $\$15.00 + \$5.00 = \$20.00$.

3. Locate the column on the chart headed \$20.00.

4. The prices in this column indicates the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$20.00. Since the carcass cost \$15.00 per cwt., then the gross margin is 45.00 or 25% of the sales or a mark up differential of 5c per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$20.00 leg of lamb is to retail at 22c per pound but the general market is 20c, then a reduction of 2c on the leg is essential. To correct for this necessary reduction, yet maintain the same sales receipts, some other cut or cuts must be increased in selling price. In making such adjustments, the percentage figure opposite the leg is multiplied by the reduction, which is 2c in this case.

$$33.75 \times 2c = 67.50c$$

It has been decided that loin chops can be increased in price, therefore the figure 67.5c is divided by the figure 12.25 which represents the per cent of loin chops to the carcass.

$$67.5c \div 12.25 = 5c$$

In other words, the retail price of loin chops must be increased 5c. The result is that the leg is decreased from 22c to 20c while the loin chops are increased from 24c to 40c and the total sales receipts will be the same, namely \$20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts when the cuts derived from the wholesale cut are sold at indicated retail prices. Example:

When square chuck, neck on, is sold at 18c and stew at 7c, the same amount of money could be received if the short forequarter (square chuck, neck on, shank and brisket) was sold at 15½c per pound. If the replacement value of a short forequarter is 11c, then $15\frac{1}{2}c - 11c = 4\frac{1}{2}c$, the gross margin per pound derived from the replacement short forequarter. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs \$15.00 per cwt. locate the column headed \$15.00 and the price opposite each wholesale cut indicates the replacement cost. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut by the actual wholesale cost of each to determine the carcass cost based on wholesale cut prices. Example:

Loin (with kidney and suet)	$16.25 \times 20 =$	\$3.25
Leg	$33.75 \times 17 =$	5.74
Ribs or rack	$11.25 \times 23 =$	2.59
Battle	$38.75 \times 10 =$	3.88
		\$15.46

Thus the wholesale cuts at these above prices are equivalent to \$15.46 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$15.00 carcass, plus a \$5.00 mark up, then the gross margin on these wholesale cut replacements would be \$20.00 — \$15.46 = \$4.54, or the gross margin on the wholesale cut basis is 40c less than when the straight carcass is used.

8. Assuming the carcass cost \$15.00 and the general wholesale cut market is the same as the wholesale prices listed in the column headed \$15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$15.00. Then if a \$5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Apr. 27, 1933:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
YEARLINGS (1) (300-500 LBS.):				
Choice	\$9.50@10.50		\$10.50@11.50	
Good	8.50@ 9.50		9.00@10.50	
Medium	7.50@ 8.50		8.00@ 9.00	
Common	7.00@ 7.50			
STEERS (500-600 LBS.):				
Choice	9.50@10.50		10.50@11.50	10.50@11.50
Good	8.50@ 9.50		9.00@10.50	9.50@10.50
Medium	7.50@ 8.50		8.00@ 9.00	7.50@ 8.50
Common	7.00@ 7.50			
STEERS (600-700 LBS.):				
Choice	9.00@10.00		10.00@11.00	10.00@11.00
Good	8.00@ 9.00		9.00@10.00	9.00@10.00
Medium	7.00@ 8.00	7.00@ 8.00	8.00@ 9.00	7.50@ 8.50
STEERS (700 LBS. UP):				
Choice	8.50@ 9.50	9.00@10.00	9.50@10.50	9.50@10.00
Good	7.50@ 8.50	8.00@ 9.00	8.50@ 9.50	9.00@ 9.50
COWS:				
Good	6.50@ 7.00	6.50@ 7.00	7.50@ 8.00	7.00@ 7.50
Medium	6.00@ 6.50	6.00@ 6.50	6.00@ 7.50	6.00@ 7.00
Common	5.50@ 6.00	5.50@ 6.00	5.00@ 6.00	5.50@ 6.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	7.00@ 8.50	9.00@10.00	8.50@11.00	8.00@ 8.00
Good	6.00@ 7.50	7.00@ 9.00	7.00@ 9.00	7.00@ 8.00
Medium	5.00@ 6.00	5.00@ 7.00	6.00@ 7.00	6.00@ 7.00
Common	4.00@ 5.50	4.00@ 5.00	5.00@ 6.00	5.00@ 6.00
CALF (2) (3):				
Good			6.50@ 7.50	
Medium			5.50@ 6.50	
Common			4.50@ 5.50	
Fresh Lamb and Mutton:				
SPRING LAMB:				
Choice	13.00@15.00	14.00@15.00	14.00@17.00	14.00@16.00
Good	11.50@13.50	12.00@14.00	12.00@15.00	12.00@15.00
Medium	10.00@12.00	10.00@12.00	12.00@14.00	12.00@13.00
LAMB (38 LBS. DOWN):				
Choice	11.00@12.00	12.00@13.00	13.00@13.50	12.50@13.00
Good	10.50@11.00	11.50@12.50	12.50@13.00	12.00@12.50
Medium	9.50@10.50	10.00@11.50	11.00@11.50	10.00@11.00
Common	8.50@ 9.50	8.50@10.00	9.00@10.50	
LAMB (39-45 LBS.):				
Choice	10.50@11.50	12.00@13.00	12.50@13.00	12.00@13.00
Good	10.00@11.00	11.50@12.50	12.00@12.50	11.50@12.50
Medium	9.50@10.50	10.00@11.50	10.50@12.00	10.00@11.00
Common	8.50@ 9.50	8.50@10.00	9.00@10.50	
LAMB (46-55 LBS.):				
Choice	9.50@10.50	11.00@12.50	11.00@12.00	11.50@12.00
Good	9.00@10.00	10.50@12.00	10.00@11.00	11.00@11.50
MUTTON (EWES) 70 LBS. DOWN:				
Good	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00	5.50@ 6.00
Medium	5.00@ 6.00	5.00@ 6.00	5.00@ 6.00	5.00@ 5.50
Common	4.00@ 5.00	4.00@ 5.00	4.50@ 5.50	4.50@ 5.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	8.50@ 9.00	9.50@10.00	8.50@10.00	9.00@10.00
10-12 lbs. av.	8.50@ 9.00	9.50@10.00	8.50@10.00	8.50@ 9.50
12-15 lbs. av.	7.50@ 8.00	8.50@ 9.00	8.00@ 9.00	8.00@ 9.00
16-22 lbs. av.	7.00@ 7.50	7.50@ 8.50	7.00@ 8.00	8.00@ 8.50
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	6.00@ 6.50		6.00@ 7.50	6.50@ 7.50
PICNICS:				
6-8 lbs. av.		6.50@ 7.00		6.00@ 6.50
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	7.00@ 8.00		7.50@ 9.00	8.00@ 9.00
SPARE RIBS:				
Half sheets	4.00@ 5.00			
TRIMMINGS:				
Regular	3.00@ 3.50			
Lenn	6.00@ 7.00			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

FEWER GRASS-FAT CATTLE.

Grass fat cattle from the osage and blue stem pasture sections of Kansas and Oklahoma promise to be in small supply this year as leasing of pasture land up to April 1 this year has been small, in spite of the fact that lease prices are the lowest in years, according to state and federal reports.

Only about 35 per cent of the Kansas blue stem pastures has been leased. This is about the same as last year, but far below previous years. In the Osage section about 55 per cent of the pastures are leased compared with 60 per cent last year, with leases to April 1 in prior years running from 70 to 94 per cent.

The limited leasing indicates that the in-movement of cattle and calves into the two sections will be smaller than the 290,000 shipped in last season and far below the number in past years.

Financial conditions have made it impossible for local operators to buy many cattle.

ADVERTISING SELLS CHEESE.

Consumption of cheese and other products of the Kraft-Phenix Cheese Co. has been increased from less than ½ lb. per capita in 1916 to more than 5½ lbs. per capita in 1932, J. L. Kraft said recently. Mr. Kraft credited this increase to an advertising expenditure in this period of between \$25,000,000 and \$30,000,000.

SALES TAX EXEMPTS MEAT.

Meat and meat products are exempt under an emergency relief sales tax which goes into effect in New York state on May 1. It imposes a tax of 1 per cent on all products except foods and is for one year only.

AMONG NEW YORK RETAILERS.

Schwaben Hall, Brooklyn, had all the appearance of a mardi gras Tuesday evening when Eastern District Branch tendered a ladies' night to their members and families. Among the novelties was a broom dance led by Mrs. Joseph Behrman. There were two door prizes the first of which—a cocktail set—was awarded to Mrs. Ed Stein; the second, an electric toaster, was awarded Freddy Shear. Each lady was presented with an appropriate gift.

At the open forum meeting of Ye Olde New York branch held on April 18, a representative of the General Electric Company gave a talk on what air conditioning means to retail meat dealers. Another speaker discussed the desirability of handling bottled beer in retail meat shops. The next meeting of this branch is scheduled for May 16, at which time delegates to both state and national conventions will be elected. For the purpose of getting new ideas Ye Olde New York branch is holding another essay contest, letters submitted to be limited to 150 words or less, the subject to be, "How I Meet Competition." Six prizes are to be awarded.

Various branches of the retail meat dealers association are planning a combined protest, together with meat packers and wholesalers, against the Buckley bill, which requires the tagging of "baby veal" when sold either at wholesale or retail. The bill, which was signed by governor Lehman of New York on April 21, also requires that hotels and restaurants indicate on the bill of fare when "baby veal" is used.

A bon voyage party was given by Mr. and Mrs. A. Di Matteo to Mr. and Mrs. George Anselm last Sunday. Mr. and Mrs. Anselm sailed April 27 on the Haiti for a three weeks' cruise, celebrating their silver wedding anniversary. They have received many beautiful gifts of silver. Those present included Mr. and Mrs. Anselm, daughters and son, Mr. and Mrs. Di Matteo and daughters, Frank and Arthur Burck, Mr. and Mrs. Charles Hemdbt, Mr. and Mrs. Fred Hirsch, Mr. and Mrs. William Kramer, Miss Phillips, Mr. and Mrs. Oscar Schaefer and Mr. and Mrs. A. Werner, jr.

Jamaica Branch, at its last meeting, arranged to have a large delegation attend the interbranch meeting being held this week under auspices of Brooklyn Branch. A boat has been chartered, and the members will have a fishing party off Babylon, Sunday, April 30.

The New York State Association will hold its annual convention in New York City on June 5, a week previous to the annual convention of the national association, which will be held in Chicago.

South Brooklyn Branch will have a novelty ladies' night in their meeting room, 53rd st. and 5th ave., Tuesday, May 2.

Pickle making is simplified when a modern brine-leaching vat is used. Plans for one of the best brine leaching vats ever designed appear in "PORK PACKING." The National Provisioner's new book on pork packing.

NEW YORK NEWS NOTES.

Treasurer F. G. Selby, Jacob E. Decker & Sons, Mason City, Iowa, was in New York for a few days during the past week.

S. L. Richardson, manager packaging department, Kingan & Co., Indianapolis, on a tour of inspection, spent several days at the Brook avenue, Bronx, branch during the past week.

The New York plant of Wilson & Co. had as visitors during the past week Edward F. Wilson, vice president and director, Harry J. Williams, vice president and general superintendent, and Allan McKenzie, chief engineer, all from Chicago.

H. L. Van Scoy, comptroller's office, N. L. Brainerd, industrial relations department, and R. D. Hebb, public relations department, Swift & Company, Chicago, were in New York for several days during the past week. A. E. Bump of the Swift construction department, Boston, also visited New York.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended April 22, 1933, were as follows: Meat—Brooklyn, 13 lbs.; Manhattan 1,941 lbs.; Bronx, 133,694 lbs. (damaged by fire); Queens, 12 lbs.; Richmond, 28 lbs.; total, 135,688 lbs. Fish—Bronx, 3 lbs. Poultry—Manhattan, 5 lbs.; Bronx, 27,091 lbs.; total, 27,096 lbs.

Watch "wanted" page for bargains in equipment.

Superior Packing Co.

Price Quality Service

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St. Paul

DRESSED BEEF

BONELESS BEEF and VEAL

Carlots

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Pork and Beef Packers

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You'll be surprised, too, when you see how much luxury and convenience you can enjoy at the Hotel Lexington for as little as \$3 a day.

And here's another fact that'll make your expense account beam with gratitude—it costs only \$1 a day more for two persons at the Lexington. A room which is \$3 for one, for instance, is only \$4 for two persons.

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NEW YORK CITY

CHARLES E. ROCHESTER, General Manager

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$ 5.55
Cows, common to medium	2.25@ 3.25
Bulls, cutter to medium	2.50@ 3.50

LIVE CALVES.

Vealers, good to choice	\$ 4.50@ 5.50
Vealers, medium	3.50@ 4.00

LIVE LAMBS.

Lambs, spring	\$ 7.25@ 8.25
Lambs, medium	6.75@ 7.25
Lambs, medium	6.00@ 6.75

LIVE HOGS.

Hogs, 160-200 lbs.	\$ 4.20@ 4.35
Hogs, 220-250 lbs.	3.50@ 4.00
Pigs	@ 3.40

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$ 6.00@ 6.25
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DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	12½@ 13½
Choice, native, light	12½@ 13½
Native, common to fair	11½@ 12

WESTERN DRESSED BEEF.

Native steers, 600-800 lbs.	12 @ 13
Native choice yearlings, 440-600 lbs.	12 @ 13
Good to choice heifers	@ 11
Good to choice cows	@ 10
Common to fair cows	@ 8
Fresh bologna bulls	@ 7

BEEF CUTS.

	Western.	City.
No. 1 ribs	18 @ 20	18 @ 20
No. 2 ribs	16 @ 18	16 @ 17
No. 3 ribs	12 @ 14	14 @ 15
No. 1 loins	16 @ 20	20 @ 22
No. 2 loins	16 @ 18	16 @ 18
No. 3 loins	10 @ 12	12 @ 14
No. 1 hinds and ribs	11 @ 12	12 @ 16
No. 2 hinds and ribs	10 @ 12	11 @ 13
No. 1 rounds	10 @ 11	9½ @ 10
No. 2 rounds	8 @ 9	8½ @ 9
No. 3 rounds	7 @ 8	8 @ 8½
No. 1 chucks	9 @ 10	10 @ 11
No. 2 chucks	8 @ 9	8 @ 9
No. 3 chucks	6 @ 7	7 @ 8
Bolognas	6 @ 7	7½ @ 7½
Rolls, reg. 4@8 lbs. avg.	22 @ 23	
Rolls, reg. 4@8 lbs. avg.	17 @ 18	
Tenderloins, 4@8 lbs. avg.	30 @ 30	
Tenderloins, 5@6 lbs. avg.	50 @ 60	
Shoulder clods	11 @ 12	

DRESSED VEAL.

Good	10 @ 11
Medium	@ 10
Common	@ 8

DRESSED SHEEP AND LAMBS.

Lambs, choice	12½@ 13½
Lambs, medium	11½@ 12½
Sheep, good	@ 8
Sheep, medium	@ 7

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	9 @ 10
Pork tenderloins, fresh	@ 25
Pork tenderloins, frozen	@ 20
Shoulders, Western, 10@12 lbs. avg.	7 @ 8
Butts, boneless, Western	@ 10
Butts, regular, Western	@ 9
Hams, Western, fresh, 10@12 lbs. avg.	@ 11
Picnic hams, Western, fresh, 9@9 lbs.	
average	7 @ 8
Pork trimmings, extra lean	@ 9
Pork trimmings, regular, 50% lean	@ 6
Spareribs	@ 7

SMOKED MEATS.

Hams, 8@12 lbs. avg.	14 @ 15
Hams, 10@12 lbs. avg.	13½ @ 14½
Hams, 12@14 lbs. avg.	13 @ 14
Picnics, 4@6 lbs. avg.	8½ @ 9½
Picnics, 6@8 lbs. avg.	8½ @ 9½
Rolls, 8@10 lbs. avg.	@ 10
Beef tongue, light	@ 22
Beef tongue, heavy	@ 22
Bacon, boneless, Western	@ 15
Bacon, boneless, city	@ 14
City pickled bellies, 8@10 lbs. avg.	@ 11

FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, 1 c. trim'd	30c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	10c a pound
Mutton kidneys	10c each
Livers, beef	25c a pound
Oxtails	15c a pound
Beef hanging tenders	24c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ .40 per cwt.
Breast fat	@ .75 per cwt.
Edible suet	@ 1.50 per cwt.
Inedible suet	@ 1.00 per cwt.

GREEN CALFSKINS.

	5-9	9-12½	12½-14	14-18	18 up
Prime No. 1 veals	1.05	1.15	1.20	1.45	
Prime No. 2 veals .....	.90	1.00	1.05	1.20	
Buttermilk No. 1 .....	.80	.90	.95		
Buttermilk No. 2 .....	.70	.80	.85		
Branded grubby .....	.45	.55	.70	.80	
Number 3 .....	.45	.55	.70	.80	

BUTTER.

Creamery, extras (92 score)	@ 22½
Creamery, firsts (91 score)	@ 22½
Centralized (90 score)	@ 22½

EGGS.

(Mixed Colors.)

Special packs or selections from fresh receipts	@ 17½
Standards	15½ @ 15½
Storage packed	14½ @ 16

LIVE POULTRY.

Fowls, colored, via express	@ 15
Fowls, Leghorn	@ 13
Broilers	@ 20

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good.

Western, 60 to 65 lbs. to dozen, lb.	@ 15
Western, 48 to 54 lbs. to dozen, lb.	@ 15
Western, 43 to 47 lbs. to dozen, lb.	@ 15
Western, 36 to 42 lbs. to dozen, lb.	@ 15
Western, 30 to 35 lbs. to dozen, lb.	@ 14

Fowls—fresh—dry pkd.—12 to box—prime to fcy.

Western, 60 to 65 lbs. to dozen, lb.	@ 17
Western, 48 to 54 lbs. to dozen, lb.	@ 17
Western, 43 to 47 lbs. to dozen, lb.	@ 17
Western, 36 to 42 lbs. to dozen, lb.	@ 17
Western, 30 to 35 lbs. to dozen, lb.	@ 17

Ducks—

Long Island

Squabs—

White, ungraded, per lb.

Turkeys, nearby, No. 1:

Toms

Hens

Fowls, frozen—dry pkd.—12 to box—prime to fcy.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 43 to 47 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 30 to 35 lbs. to dozen, lb.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended April 20, 1933:

	April 14	15	17	18	19	20
Chicago	19	19½	19½	19½	20½	21½
New York	20	20	20½	21	21	22½
Boston	21	21	21½	21½	22½	23½
Phila.	21	21	21½	21½	22	23½

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

	19½	19½	19½	19½	20½	21½
--	-----	-----	-----	-----	-----	-----

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1932.
Chicago	36,732	35,977	35,189	809,229
N. Y.	59,746	52,592	60,832	1,208,393
Boston	17,253	22,094	17,572	349,052
Phila.	22,209	25,126	24,186	416,388

Total 135,940 136,789 137,709 2,747,915 2,794,297

Cold storage movement (lbs.):

	In Apr. 20.	Out Apr. 20.	On hand Apr. 21.	Same week day last year.
Chicago	22,463	32,120	1,132,467	985,217
New York	85,763	44,007	793,862	913,768
Boston	3,200	5,228	215,682	348,206
Phila.	155,690	86,700	1,391,827	1,161,852
Total	267,116	168,055	3,533,838	3,409,041

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton basis ex vessel Atlantic ports	\$21.00@23.00
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@ nom.
Blood, dried, 16% per unit	@ 2.15
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	2.00 @ 10c
Fish guano, foreign, 13@14% ammonia, 10% B.P.L.	2.25 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. Del'd. Balt. & Norfolk	1.70 @ 50c
Soda nitrate, per net ton	@ 24.90
in 200-lb. bags	@ 26.20
in 100-lb. bags	@ 28.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	1.90 @ 10c
Tankage, unground, 9@10% ammonia	1.75 @ 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 18.35
Bone meal, raw, South American, 4½ and 50 bags, per ton, c.i.f.	@ 20.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 7.00

Potash.

Manure salt, 30% bulk, per ton ..	@ 19.15
Kalmit, 14% bulk, per ton	@ 9.70
Muriatic in bags, per ton	@ 27.15
Sulphate in bags, per ton	@ 47.50

Dry Rendered Tankage.

50% unground	@ .65
60% ground	@ .70

BONES, HOOFS, AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00@ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 60.00
Black or striped bones, per ton	45.00@ 60.00
White hooft, per ton	@ 60.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00@ 200.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended April 22, 1933, with comparisons:

	Week ended April 22.	Prev. week.	Cor. week.
West. drsd. meats: April 22.			1932.
Steers, carcasses	7,091	6,725	6,824
Cows, carcasses	903½	580½	683
Bulls, carcasses	249	231	233
Veals, carcasses	17,239	10,585	13,004
Lambs, carcasses	34,627	32,050	22,379
Mutton, carcasses	1,516	1,968	2,185
Beef cuts, lbs.	361,453	413,132	401,398
Pork cuts, lbs.	2,598,973	2,327,940	2,223,000
Local slaughters:			
Cattle	6,385	7,543	7,001
Calves	11,311	13,559	16,497
Hogs	39,254	44,188	49,329
Sheep	61,218	60,142	62,586

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended April 22, 1933:

	Week ended April 22.	Prev. week.	Cor. week.
West. drsd. meats:			1932.
Steers, carcasses	2,185	1,950	2,426
Cows, carcasses	905	881	834
Bulls, carcasses	365	322	230
Veals, carcasses	2,043	1,472	1,616
Lambs, carcasses	12,702	13,844	13,809
Mutton, carcasses	547	1,208	919
Pork, lbs.	502,675	546,067	584,330
Local slaughters:			
Cattle	1,505	1,557	1,530
Calves	3,942	3,438	3,518
Hogs	16,182	16,179	19,946
Sheep	5,903	6,776	6,582

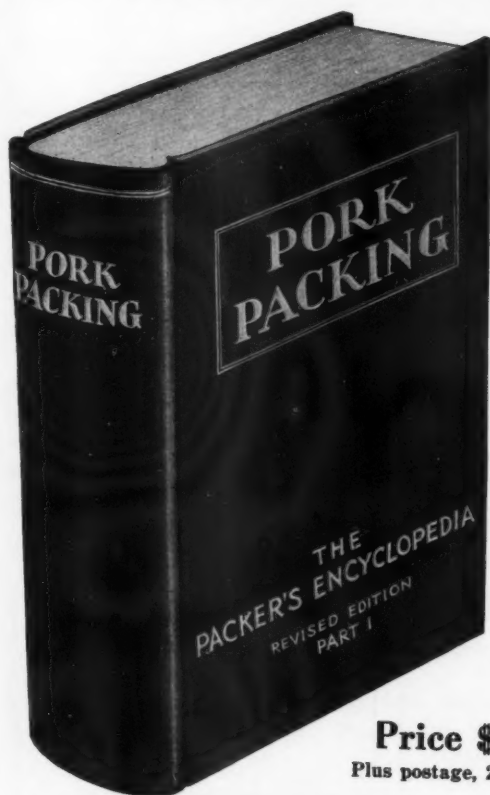
BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended April 22, 1933, with comparisons:

	Week ended April 22.	Prev. week.	Cor. week.
West. drsd. meats:			1932.
Steers, carcasses	2,477	2,290	2,434
Cows, carcasses	1,810	1,536	2,235
Bulls, carcasses	10	5	38
Veals, carcasses	1,043	414	1,090
Lambs, carcasses	22,419	15,757	21,688
Mutton, carcasses	801	537	1,467
Pork, lbs.	432,934	330,512	301,740

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CHAPTER HEADINGS

- | | |
|--------------------------------------|---------------------------------|
| I—Hog Buying | XI—Curing Pork Meats |
| II—Hog Killing | XII—Soaking and Smoking Meats |
| III—Handling Fancy Meats | XIII—Packing Fancy Meats |
| IV—Chilling and Refrigeration | XIV—Sausage and Cooked Meats |
| V—Pork Cutting | XV—Rendering Inedible Products |
| VI—Pork Trimming | XVI—Labor and Cost Distribution |
| VII—Hog Cutting Tests | XVII—Merchandising |
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| X—Provision Trading Rules | |

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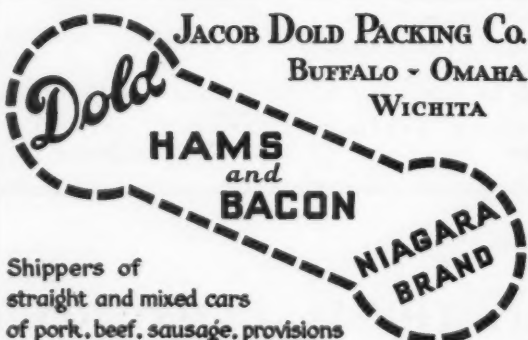


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Adler Company, The.....	8	Halsted, E. S. & Co., Inc.....	10	Packers Commission Co.....	36
Albany Packing Co., Inc.....	46	Ham Boiler Corporation.....	7	Pressed Steel Tank Co.....	6
Allbright-Nell Co., The.....	Third Cover	Hammett & Matanie, Ltd.....	50	Progressive Packing Co.....	46
American and Annex Hotels.....	50	Hammond Co., The G. H.....	29		
Arbogast & Bastian Co.....	48	Heekin Can Co.....	4		
Armour and Company.....	12	Henschien, H. Peter.....	37		
		Hormel & Co., Geo. A.....	47	Rath Packing Co., The.....	47
		Hotel Lexington.....	43	Rogers, F. C., Inc.....	37
		Hubbard, J. W. Co.....	10		
Bristol Co.....	11	Hunter Packing Co.....	47		
		Hygrade Food Products Corporation.....	49		
				Salzman, M. J. Co., Inc.....	50
Cahn, Fred C.....	8			Sayer & Co., Inc.....	50
Callahan & Co., A. P.....	38	Independent Casing Co.....	50	Schludenberg-T. J. Kurde Co., Wm.....	49
Clarage Fan Co.....	22			Schweisheimer & Fellerman.....	50
Columbia Can Co.....	8			Seaslic, Inc.....	9
Columbus Packing Co.....	43			Self-Locking Carton Co.....	4
Consolidated Dressed Beef Co.....	47	Jackle, Geo. H.....	46	Smith's Sons Co., John E... Second Cover	
Cork Insulation Co., Inc.....	8	Jordan, R. E. & Co.....	10	Sparks, H. L. & Co.....	33
Cudahy Packing Co., The.....	50			Specialty Mfrs. Sales Co.....	4
		Kahn's Sons Co., The E.....	47	Standard Pressed Steel Co.....	10
		Kennett-Murray.....	32	Stange, Wm. J.....	3
Danahy Packing Co., The.....	49	Krey Packing Co.....	47	Superior Packing Co.....	42
Dold Packing Co., Jacob.....	46			Sutherland Paper Co.....	5
Dubuque Steel Products Co.....	8			Swift & Company.....	Fourth Cover
Dunlevy-Franklin Co.....	49				
Dunning & Boschert Press Co., Inc.....	6	Levi, Berth. & Co., Inc.....	First Cover	Tennessee-Eastman Corp.....	11
Durr Packing Co., C. A.....	49	Levi, Harry & Co.....	50		
		Livezey, John R.....	50	United Dressed Beef Co.....	49
Early & Moor, Inc.....	50				
Everhot Mfg. Co.....	8	McMurray, L. H.....	33	Visking Corporation.....	3
		Massachusetts Importing Co.....	50	Vogt, F. G. & Sons, Inc.....	46
Felin & Co., John J., Inc.....	49	Mayer & Sons Co., H. J.....	11		
French Oil Mill Machinery Co., The..	6	Menges, Mange, Inc.....	37		
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Griffith Laboratories.....	4	Oppenheimer Casing Co.....	50	West Carrollton Parchment Co.....	9
				Williams Patent Crusher & Pulv. Co.	4
				Wilmington Provision Co.....	43

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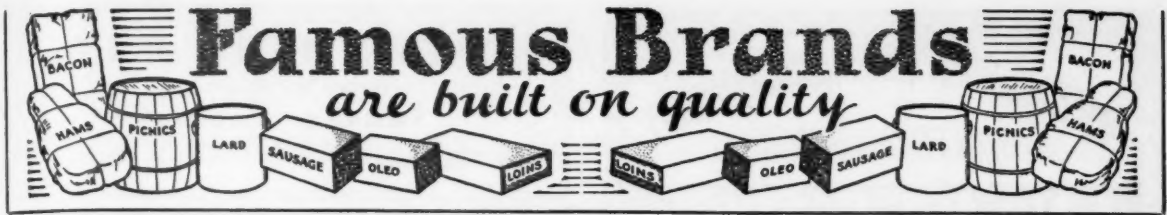
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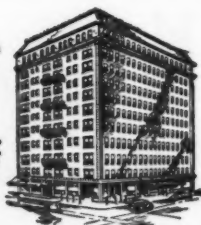


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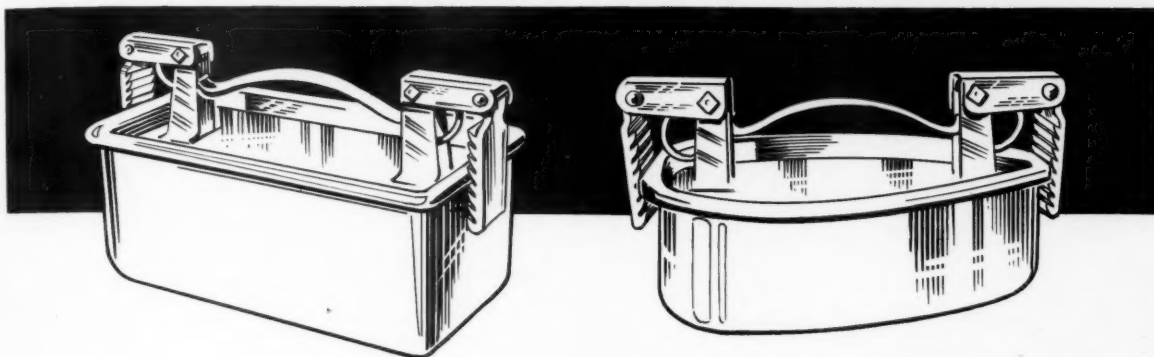
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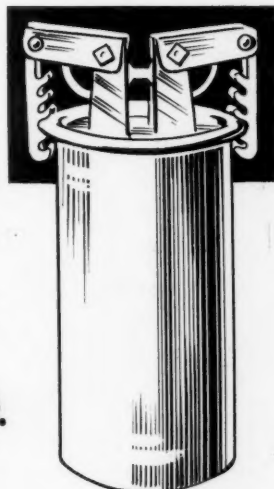
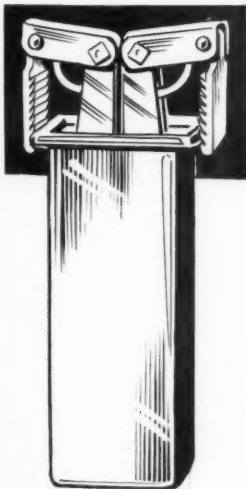
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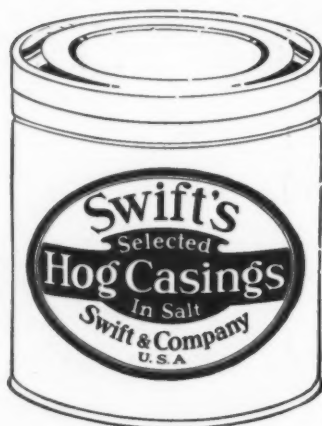
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